



Executive Hiring - iGEIC/Executive/04/2025
Sales- Industrial Paints

Date: 21st March 2025

NOTIFICATION

India Graphene Engineering and Innovation Centre is looking to hire Sales Executive. Interested candidates may please contact hr@igeic.org.

JOB DESCRIPTION			
Job Title	Sales Executive	Requirement Type	1 Year FTC (Potential of permanent absorption based on performance)
Job Location	Pan India (Bangalore preferred)	Requirement Level	TBD
Hiring Manager	Head – Sales	Primary Skills	Sales expertise, interpersonal skills, knowledge of markets for various industrial paints applications.
Business	Sales and Marketing	Skill Category	Field Sales Experience
ABOUT INDIA GRAPHENE ENGINEERING AND INNOVATION CENTER (iGEIC)			
<p>India Graphene Engineering & Innovation Centre (iGEIC) is a section 8, not-for-profit graphene translational research and manufacturing company, headquartered in Bangalore, Karnataka, with research facility in Trivandrum, Kerala India.</p> <p>The mission of the company is to nurture emerging graphene technology, revolutionize graphene research, and create a commercialization eco-system for adoption of graphene technologies at scale.</p> <p>Founded in 2023, India Graphene Engineering & Innovation Centre aims to develop graphene applications around programs of National significance launched by honourable Prime Minister of India. Applications including conveyance system for water & green energy, barrier coatings, edge devices, supporting government programs like, Jal Jeevan Mission, Ayushman Bharat Digital Mission, Self-Reliance in Aerospace & Defence, and Net Zero & Energy Transmission program.</p> <p>In collaboration with industry, academia, SMEs, start-ups, India Graphene Engineering & Innovation Centre will launch targeted translational graphene programs for commercialization.</p> <p>India Graphene Engineering & Innovation Centre (iGEIC), is the delivery partner for Program Graphene Aurora, with Digital University Kerala. Program Graphene Aurora is an approved program under Ministry of Electronics & Information Technology, Government of India (MeitY). The translational research facility is located at Digital University, Kerala.</p>			

JOB POSITION

This position will be a key member of the Sales team at IGEIC.

The ideal candidate will identify and acquire B2B clients/customers in various domains like structures, color coating, marine applications, solar energy etc.

Position will focus in building the market of iGEIC Graphene infused Industrial Paints and coating

- Will be required to gain technical knowledge of types of Coatings (Epoxy, polyurethane, anti-corrosive, heat-resistant etc) and its applications.
- Solution Selling including on site demonstration, ROI.
- Knowledge of tendering processes in India.
- Good negotiation and presentation skills.

Core competencies & Responsibilities

- Demonstrated experience in Sales, Payment collection and maintaining client relationship.
- Experience and/or knowledge of Project Management Office, Transitions, Quality audit, reporting/dashboards, claims, implementation, training, automation, and Workforce Management.
- Experience in managing and/or facilitating the different journeys of the constituent firms and building trust with CxOs and senior management.
- B2B sales
- Key Account Management

QUALIFICATION & EXPERIENCE

- 3-4 years of experience in Sales.
- Graduate degree (Technology, business management or a related field preferred)

Please Note: Qualification & Years of Experience may not be a barrier for the right candidate.

ADDITIONAL JOB REQUIREMENTS

- Strong written and verbal communication, data analysis, and stakeholder engagement skills.
- Ability to manage expectations and interact effectively with senior leaders.
- Strategic thinker with sound judgment and a proactive approach to complex issues.
- Committed to accountability, excellence, and fostering a strong organizational culture.
- High integrity, strong work ethic, and dedication to diversity and IGEIC values.
- Adaptable to change with the ability to navigate transitions effectively.
- Extensive travel will be required.