

## BTG Job Posting

### Sales Manager (North & East India)

#### GENERAL SUMMARY

BTG is currently searching for a Sales Manager in India. BTG has strong presence in India and has aggressive plans to grow our business and team in India. We have a sales and service facility in Hyderabad which is also a satellite R&D hub. All BTG employees in India are hired by Voith Paper entity in Kolkata. The position will be remote, working from home.

The Sales Manager – North & East India will assume responsibility for BTG Process Solutions sales and service within the territory. Solid Pulp & Paper industry experience with an established network is a pre-requisite.

#### RESPONSIBILITIES

- Execute the BTG sales strategy, working with our customers and channel partners.
- Position BTG as the partner of choice in delivering economic impact through measurement and control technologies.
- Establish and maintain relationships with customers across a broad spectrum of management.
- Strong account management role for the selected region.
- Identify, quantify and sell value propositions to customers across the BTG portfolio.
- Participate as a team member or managing larger regional projects as assigned.
- Clearly communicate plans and progress to customers and the BTG team.
- Provide outstanding service to customers, supported by the global BTG team.
- Responsible for own personal safety, the safety of the team and those around you.
- Work in accordance with and enforce compliance with all BTG policies (ex: Safety, Code of Ethics, Commercial Policy, Security Policy and Export Compliance) to maintain BTG reputation and image.

#### REQUIRED KNOWLEDGE, SKILLS AND ABILITIES:

- Excellent verbal and written communication skills.
- Fluency in written and spoken local language + Good written and spoken English
- Pleasing interpersonal skills and go-getter
- Complex troubleshooting and problem-solving skills.
- Ability to function in, or lead as assigned, multi-functional project teams.
- Effective interaction with Global and Regional specialist teams.
- Ability to work with minimal supervision.
- Ability to work co-operatively and constructively with team members and customers.
- Demonstrated experience in strategy development and execution
- A positive outlook and commitment to maintaining a strong team culture.
- A commitment to successfully complete assignments.
- Willing to travel to customer's sites. Extensive local travel and occasional international travel is expected.

#### REQUIRED EDUCATION/EXPERIENCE:

- Bachelor of Engineering (Chemical / Pulp and Paper Technology) or equivalent.
- 10 Years' experience within the Pulp and Paper industry.
- 5 years' experience as a technical supplier to the Pulp and Paper industries.
- Pulp and Paper automation experience is a bonus.

**RECRUITMENT PRIVACY NOTICE:**

Please note, before applying to a BTG job posting or sending us your resume/CV, kindly refer to BTG's Recruitment Privacy Notice which is available on our website at <https://www.btg.com/en/company/corporate-responsibility/recruitment-privacy-notice/>

To apply, please send CV/resume to: [humanresources@btg.com](mailto:humanresources@btg.com)

We thank you for the interest in BTG; however only those candidates selected for an interview will be contacted.