

Orkla India Pvt. Ltd. is a wholly owned subsidiary of **Elkem AS** (www.elkem.com). **Elkem AS**, a part of the **China National Bluestar (Group) Pvt Ltd.** is one of the world's leading companies producing environment-friendly metals and materials. Its main products are Silicon, Solar Grade Silicon, Special Alloys for the foundry industry, Carbon, Microsilica and Energy. Elkem has operating revenues of 7.4 Bill NOK and has 2500 employees worldwide. Elkem believes that 70% of every success can be attributed to human commitment and 30% to machines and equipment. Consequently, Elkem invests considerable resources in developing a healthy corporate culture and a competent workforce. Elkem is an equal opportunity employer and encourages diversity in the organisation.

For its rapidly expanding business in Indian Foundries, we require an Area Sales Manager to be based in Mumbai / Other locations to manage and develop Technical Sales and Application in Iron Foundries.

AREA SALES MANAGER – FOUNDRY SERVICES – WEST & CENTRAL

Location : Mumbai /Other Locations

Reporting to GM / Business Manager

AREA OF RESPONSIBILITY

Market and Customer Development for Foundry Alloys and Related Products (www.foundry.elkem.com)

QUALIFICATIONS AND REQUIREMENTS

Education

- Metallurgical /NIFFT Graduate/ Foundry Engineering Graduate with fundamental knowledge of Foundry Meltshop Quality Control preferably with Foundry Quality Assurance.
- Hands-on working exposure with MS Office.
- Knowledge of English, Hindi.

Job Experience

3-5 years overall experience of which

- 1) At least 2 Years in Foundry Quality Assurance, Metallography, Testing Procedures.
- 2) Sales and Market experience with Foundries.
- 3) Communication /Business Development / Marketing and Sales skills.

MINIMUM EXPECTATIONS

The desired candidate should be a self-starter with clear communication skills and a team player with excellent man management skills. He would need to have an exposure and extensive contacts in the user industries and preferably should have a background in the Foundry Industry. Position involves extensive travel.

Deserving candidates should apply with complete C.V within 15 days to :

E-mail : gautam@elkem.no