



Job Profile

Sales Associate Manager - EPR

Name of Company	GEM Enviro Management Ltd (“GEM”), a listed company on BSE SME exchange is in the business of waste management and sustainability. GEM offers Extended Producer Responsibility (“EPR”), ESG, BRSR solutions to its clients. GEM works with more than 100 clients and its client base consists of leading organizations such as PepsiCo, Varun Beverages, Coca-Cola, Bisleri, Honasa Consumer, National Fertilizers, etc
Name of Position	Sales Associate Manager - EPR
Location	3rd Floor, A – 115, Sector 136, Noida-Greater Noida Expressway, Noida (UP)
Job Profile	• Own the full sales cycle - from prospecting and discovery through proposal, negotiation and closure - for EPR compliance and reporting solutions. • Build and manage a qualified pipeline of producers, importers, distributors, and brand owners with EPR obligations. • Proficient in Digital Marketing, Email campaigns and lead follow up over call and by mails. Track regulatory developments (BIS, CPCB, state-level mandates) and translate them into sales opportunities and client conversations.
Desired Skill & Qualifications	• MBA / Graduate with Marketing from a reputed institute • Successful previous experience as Sales Executive • Candidates with experience in management of waste management, EPR is mandatory. • Excellent knowledge of Excel, Power Point & Word (Microsoft Office) • Candidate should have good presentation skills, which includes good PPT skills, data representation and structuring the thoughts • Candidate should have good interpersonal skills, which includes listening ability, empathy, and persuasion • Candidate should have good business development / sales skills, which includes interaction with regulatory authorities, managing the queries of existing clients and developing new clients
Other Requirement	• Age - 25yrs+ and Delhi Residence
Experience	1-3 Yrs.
Salary	As per the candidate’s profile and will not be a constraint for the right candidate Range: Rs. 30K – 55K CTC

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