AANGEE

**Job Description**
JD-SFSE · V1 · Nov 2026

# Senior Field Sales Executive

Aangee Compounds LLP · Masterbatch and polymer compounding · Ahmedabad

Aangee Compounds LLP is a masterbatch and polymer compounding manufacturer based in Ahmedabad, with 25+ years of operating history, 150+ employees and 18,000 MT/yr of production capacity, serving 1,500+ customers across India and 15+ countries.

## 1. Role overview

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|---|---|
| **Position** | Senior Field Sales Executive (full-time) |
| **Main work** | Meeting customers in person to win new business, grow existing accounts and convert enquiries into orders |
| **Reports to** | Sales Head / Director |
| **Based at** | Head office: A-801 Westgate Complex, S.G. Highway, Ahmedabad 380015, Gujarat |
| **Salary** | CTC ₹30,000 - ₹50,000 per month + performance incentive |
| **Experience** | 3-5 years in B2B sales; masterbatch, polymer or chemical industry preferred |

## 2. Key responsibilities

### Field sales and new business

- Visit plastic processors, manufacturers and traders to introduce Aangee and win new customers.
- Meet existing customers regularly, build long-term relationships and win repeat orders.
- Understand each customer's polymer, application and shade requirement on site.

### Samples, quotations and orders

- Arrange samples and colour-matching trials, and follow each trial until the result is known.
- Prepare and send quotations; follow up on quotations and samples until the order is converted.
- Coordinate with the lab and production teams on colour matching, samples, delivery and order status.
- Follow up on payments with accounts to keep outstanding amounts under control.

### Records and reporting

- Record every visit, enquiry and follow-up accurately in the CRM / ERP.
- Share regular sales reports and market feedback on competitors, pricing and customer needs.

## 3. Qualifications

- **Education:** Graduate in any stream; B.Sc. (Chemistry), Plastics, B.E. / B.Tech or MBA is an advantage.
- **Communication:** Confident face-to-face and on the phone in English, Hindi and Gujarati.
- **Skills:** Negotiation, follow-up discipline, quotation preparation, MS Excel / MS Office and e-mail. CRM / ERP experience is an advantage.
- Target-oriented and self-motivated; able to work with minimal supervision.

## 4. How to apply

Apply online at **aangee.com/careers**. We only consider applications sent through our website. Aangee Compounds LLP is an equal opportunity employer.