



Executive Hiring - iGEIC/Executive/06/2025
Sales- HDPE

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 Project execution agencies for projects in Water Management
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 at Bangalore

The ideal candidate will identify and acquire new clients/ customers (mainly aggregators) across India focused on supply of HDPE Pipe for Jal Jeevan Mission.

Should have the understanding of HDPE pipes, their specifications, advantages, and applications in water supply, sewage systems, and industrial uses.

- Awareness of the major civil projects like JJM and regulations governing them. Knowledge of tendering processes in India.
- Identifying potential clients, key decision-makers from contractors to engineers and purchase managers.
- 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.
- Experience of relationship management with Government organizations.
- Takes ownership and drives accountability.

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.