

#GanMeansKnowledge



Gansons

Better Solutions **Since 1947**

Job Description: Sales Associate





Welcome to the Gansons Group

Founded in 1947, Gansons provides end-to-end processing solutions for pharmaceutical, food, chemical and personal care industries. We specialise in designing and deploying equipment to regulated facilities, with stringent quality requirements.

By volume, we are one of the highest selling brands of processing equipment to regulated markets globally. We are most widely recognised for our flagship tablet-coating system—The GansCoater®

Gansons processing equipment are globally regarded as **Simple** to use, **Sophisticated** in construction, **Scalable and Sustainable**.


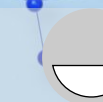


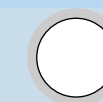
Our current focus is on deploying systems that seamlessly fit into the architecture of Industry 4.0.

Inspired by our legacy that spans across seven exciting decades, we continue to innovate with **Passion, Perseverance and the pursuit of Perfection**.

At Gansons, you will be surrounded by passionate, smart and warm professionals, who uphold and embody our core values. We derive our strength from the diversity and entrepreneurial spirit of every member of our team.



About Gansons: Better Solutions Since 1947

 <h2>Industries</h2> <ul style="list-style-type: none"> Pharmaceutical Nutraceuticals Biotechnology Food Personal Care Chemicals 	 <h2>Joint Venture Companies</h2> <ul style="list-style-type: none"> Aishin (Japan) Hanningfield (UK) Gabler (Germany) <p>We also partner with:</p> <ul style="list-style-type: none"> Ronchi (Italy) Brace GmbH (Germany) 	 <h2>300+</h2> <p>Team Strength</p>	 <h2>225,000+</h2> <p>Sq. Ft. of ISO 9001:2015 certified Manufacturing Space</p> <ul style="list-style-type: none"> Thane Nashik Nagpur 	 <h2>Offices</h2> <ul style="list-style-type: none"> Thane (Mumbai) Nashik Kolkata Chennai London
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OUR KEY CLIENTS



Job Title: Sales Associate, Algeria



Marking its 75th year, Gansons is now expanding their global footprint through a direct presence in Algeria.

Gansons is looking for an entrepreneurial and passionate sales associate who will comprehensively bring Gansons products and services to the Algerian market. The ideal candidate should have industry connects in pharmaceutical and/ or food production sectors. Technical knowledge (engineering or pharma process) will be critical to succeed in this role.

Job Purpose

- The Sales Associate at Gansons pivotal role to comprehensively address and support the Algerian market. They are responsible for end-to-end customer lifecycle management from sales to after-market.

Key Responsibilities

- Build the revenue pipeline for Gansons products through direct market outreach, customer education, strategic account management.
- Build resources to enhance the sales process: secondary research, database creation, CRM tools, sales collaterals
- Collect market intelligence, and build reports to analyse sales performance and pipeline

Reports to

- General Manager, Customer Solutions, Gansons Engineering UK.

Compensation

- Competitive, and negotiable based on experience

Preferred Skills/ Qualifications

- Educational background in engineering/ pharmacy/ food technology, business administration
- 2+ years of sales/ marketing/ technical experience in relevant industries
- Proficiency in Microsoft Office applications is strongly preferred
- Strong communication skills, and ability to collaborate effectively with internal and external stakeholders

Job Requirements

- Full time position based out of Algiers/ Oran/ Constantine
- Remote working and flexible hours, 8 hours per day



Write to...

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