

Position : Area Sales Manager

Location : All regions across the India

Qualification : B.Sc. (Agri.)/ M.Sc. (Agri.)

Experience : 5 to 10 Years (In Pesticides Industry)

Job Description

1. Responsible for achieving sales and collection targets in his area of operation.
2. Responsible for strengthening quality dealer network with the help of sales officers
3. Should keep motivating his team members and dealers to achieve desired targets.
4. Detailed career planning of his team members.
5. Devising innovative and timely strategies for enhancing sales and exploring untapped areas.
6. Must participate in development activities with his Sales officers/other field staff.
7. Directions to team members for maintaining "Quality of Sale".
8. Must ensure all the reporting requirements related to daily/weekly/monthly reports, competitors' activities, area /market information and update management with all important happenings in his area.

Required Skills:

Candidate should have:-

1. Relevant Experience of Pesticides Industry.
2. Conversant with the use of MS office
3. Good knowledge of drafting & responding mails
4. Good Communication Skill