

Position : Regional Sales Manager

Location : Karnataka, Kolkata, Odisha & Assam.

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

Experience : 8 to 15 Years (In Pesticides Industry)

Job Description

1. Responsible for sales and marketing functions in the designated region.
2. Responsible for strengthening quality dealer network with the help of his team.
3. Should keep motivating his team members and dealers to achieve desired targets.
4. Must participate in development activities with his team members on periodic basis and to guide them for improvements.
5. Must ensure timely reporting of daily/weekly/monthly tour reports, expense reports, competitors' activities, area /market information and update management with all important happenings in his area.
6. Should visualize and propose the products to achieve higher volumes to increase penetration and the market share.
7. Should be proactive to make inroads into untapped markets and create effective dealer network.
8. To ensure preparation of farmers' data bank.
9. Detailed career planning of ASMs' and SOs' with continuous training for updation of their skills to ensure retention of staff.
10. Responsible for intending and controlling the Inventory.
11. Responsible for controlling the expenses of the region within the allocated budget.
12. To maintain good relations with Govt. officials, media persons involved in Agri reporting, Agri Universities etc.

Required Skills

Candidate should have:-

1. Relevant experience of Pesticides Industry.
2. Conversant with the use of MS office
3. Excellent mail drafting skill
4. Excellent communication skill
5. Good leadership skill.