

Position : Sales Executive/Sr. Sales Executive

Location : All regions across the India

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

Experience : 3 to 5 Years (In Pesticides Industry)

Job Description

1. Position will be responsible for achieving sales and collection targets.
2. Appointment of Dealers after assessment of their credibility, potential, market reputation etc. Should also capture details of the products sold by the dealer from his shop.
3. Must be willing to work in rural areas and undertake development/ extension work.
4. Provide service to the dealer network helping them in liquidation of stocks.
5. Update management regarding competitors' activities through his reporting manager like product volumes, operating prices, schemes, discounts, new product introductions, etc.
6. Update all related information like area under different crops, usage pattern of various agri –inputs including dosage and per acre application cost etc.
7. Effective monitoring and guidance to Field staff/Extension staff to enhance their quality of work.

Required Skills

Candidate should have:-

1. Relevant Experience of Pesticides Industry.
2. Basic Knowledge of Computer
3. Good Communication Skill
4. Willing to work in rural areas