

**Job Description:** Sales Manager

**Number of Positions:** 2

**Location:** Pune and Indore

Manmohan Singh Marketing India Pvt. Ltd. An ISO 9001:2015 certified company intends to hire sales executive with at least 2- 5 years of experience in Corrugation industry.

The position of sales manager consists of directing the actual distribution or movement of a product or service to the customer, coordinating sales distribution by establishing sales territories, quotas, and goals. It also consists of establishing training programs for sales representatives, and analyzing sales statistics gathered by staff to determine sales potential and inventory requirements and monitor the preferences of customers.

#### **Tasks**

- Confer or consult with department heads to plan advertising services and to secure information on equipment and customer specifications;
- Confer with potential customers regarding equipment needs and advise customers on types of equipment to purchase;
- Determine price schedules and discount rates;
- Direct and coordinate activities involving sales of manufactured products, services, commodities, real estate or other subjects of sale;
- Monitor customer preferences to determine focus of sales efforts;
- Oversee regional and local sales executives and their staffs;
- Plan and direct staffing, training, and performance evaluations to develop and control sales and service programs;
- Prepare budgets and approve budget expenditures;
- Resolve customer complaints regarding sales and service;
- Review operational records and reports to project sales and determine profitability.

#### **Qualifications and requirements**

- College degree or higher in business or any related field;
- Ability to give full attention to what other people are saying, to be aware of others' reactions and understanding why they react as they do, and to persuade others to change their minds or behavior.
- Minimum 2- 5 years of experience

- A full driving license is often essential for jobs. Being able to speak more than one language fluently along with English is also a useful skill.

**Competencies (in order of importance)**

- Integrity — Job requires being honest and ethical.
- Stress Tolerance — Job requires accepting criticism and dealing calmly and effectively with high stress situations.
- Leadership — Job requires a willingness to lead, take charge, and offer opinions and direction.
- Dependability — Job requires being reliable, responsible, and dependable, and fulfilling obligations.
- Initiative — Job requires a willingness to take on responsibilities and challenges.

**Lines of communication**

- Reports to the Plant Head

**Working conditions**

- Position is full time Pune and Pithampur; Indore

**Joining Requirement**

- Immediately

**Salary Offered**

- Up to CTC Rs.3 Lacs / annum inclusive of all

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