

## JOB DESCRIPTION

Job Title: Manager/Senior Manager



### POSITION DETAILS

Department	Location	Reporting to	Band
Sale-FMCG	Manager	Business Head	M1/M2

### QUALIFICATION DETAILS

Qualification	Min. Relevant Experience	Industry preference
MBA - Sales	8-15 Years	FMCG-SCM Industry / Logistics/Packaging

### JOB DESCRIPTION & SPECIFICATION

<b>Job Description</b>	<ul style="list-style-type: none"><li>• To guide and train team members on business development and provide support, time to time.</li><li>• To ensure higher revenue generation from existing customers through price negotiations.</li><li>• To onboard new customers with the help of team.</li><li>• To resolve issues involved by providing support and coordination with concerned stakeholder.</li><li>• To review performance of team member on monthly basis.</li><li>• To make customer presentations on quarterly basis.</li><li>• To take care of overall health of the business in the region.</li><li>• To coordinate with all cross functions.</li><li>• To ensure all customer agreements are renewed timely.</li><li>• To gain market share from competition by keeping a close track of customers.</li><li>• To gain and develop knowledge of Supply Chain industry in the region.</li><li>• To guide team on expansion of business by introducing new products.</li><li>• To guide team to develop new Transfer Hire flows by working closely with the customers and by conducting trials.</li><li>• Providing monthly business forecasts.</li><li>• To leverage CRM tool by capturing all customer interactions on daily basis.</li><li>• To review CRM tool periodically.</li></ul>
<b>Preferred Skills</b>	<ul style="list-style-type: none"><li>• Excellent Interpersonal and communication skills.</li><li>• Proficient in MS Office - Word, Excel, PowerPoint.</li><li>• Excellent in English and Analytics.</li><li>• Good understanding about the business and customer engagement.</li></ul>