

Position: AREA SALES MANAGER

Location: Entire GOA

Salary: As per company standard. An attractive package offered as per the industry standards, with sales commission and travel allowance.

ABOUT OUR COMPANY

Arthur's Food Company Pvt. Ltd. is a source for high-quality food products. With a German chef, and European technology we specialize in food processing following European standards and classic recipes. Arthur's Food Company applies German and Swiss knowledge to create a European taste experience using local ingredients in combination with high quality German food industry supplements.

RESPONSIBILITIES

- Responsible for marketing German Pork & Chicken Products and services to new and existing customers in entire Goa & within a given territory and market sector
- Acting as a contact between the company and its existing and potential clients

Gather market and customer information;

- Arrange meetings with potential customers to prospect for new business;
- Responding to incoming email / phone enquiries;
- Recording Sales, Review own sales performance, aiming to meet or exceed targets;
- Gaining a clear understanding of customers' businesses and requirements;
- Attending team meeting and sharing best practice with colleagues.
- Attaining the market share projected for each product lines.
- Influence present and future products by determining and evaluating current and future market trends.
- Provide marketing information / marketing guidelines to the sales team within a territory.
- Make a monthly performance report by analyzing marketing activities and variances, and initiating corrective actions.
- Review the annual performance and develop annual marketing plans / budget for all product groups as a contribution to the corporate planning / budgeting.

DESIRED CANDIDATE PROFILE

- Experienced in General & Modern Retail, Institutional Sales & Marketing.
- Excellent communication & Organizational skills
- Excellent verbal & written communication in English + 1 local language
- Must Be Target Oriented & Team Player
- The candidate should be able to work under pressure and to meet target / deadlines
- Have direct contacts with Executive Chefs / Purchase Manager of the hotels.
- Willing to travel at short notice.

FUNCTIONAL SKILLS

The Area Sales Manager is primarily responsible for selling German Pork & Chicken Products and services to new and existing customers within a given territory and market sector. This role is responsible for identifying and managing sales opportunities, building an in-depth understanding of client to position AFC products and services more operationally efficient, and manage the sales process to a successful conclusion.

Industry: Frozen and Chilled Food Industry

Functional Area: Institutional Sales/HORECA/Retail, Sales Modern Trade,

Desired Experience: Minimum 4 - 5 years of experience in Chilled / Frozen Food / Meat Industry.

Qualification: A University Degree holder/Graduation / Post-graduation/MBA

Employment Type: Permanent Job, Full Time

No of Position: 1No.