

Position: AREA SALES MANAGER

Location: Entire GOA & Konkan

Roles and Responsibilities:

- 4 – 5 yrs experience in Frozen Food / FMCG Industry
- Responsible for entire sales & operations of **GOA & Konkan market & any other western parts (Pune, Karwar etc,)**
- Responsible for marketing German style Pork & Chicken Products and services to new and existing customers in HORECA & Modern retail.
- Acting as a contact between the company and its existing and potential clients
- Achieve their objectives through effective planning, setting sales goals, analysing data on past performance, and projecting future performance.
- Appointing distributors, meeting executive chefs, purchase manager in HORECA & Modern retail market.
- Arrange meetings with potential customers to prospect for new business;
- 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 Head office on a regular basis.
- Preparing daily, weekly & monthly sales report & send to Head office **mandatorily** on regular basis.
- Make a monthly performance report by analysing 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.

Employment Type: Permanent Job, Full Time

No of Position: 1No.

DESIRED CANDIDATE PROFILE

- Experienced 4 to 5yrs in Modern Retail, HoReCa 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.