**Job description for Sales Manager**

**Responsibilities:**

* Plan sales strategies and set quarterly targets for sales.
* Come up with methods and schemes to increase sales.
* Develop and evolve a pitch to expand customer network.
* Train sale’s persons to expand our customer base.
* Focus on sales mix, campaign planning and sales promotions.
* Monitoring of competitor activity in relevant markets.
* Delivering weekly, monthly, quarterly, annual performance reporting.
* Daily management of sales performance reporting.
* Working together with the sales teams to provide weekly and monthly retail, dealer stock and wholesale forecasting.

**Requirements**

* Bachelor’s degree or equivalent
* 1+ years’ Experience on demand and supply planning and logistics processes.
* Excellent numerical and analytical skills.
* Good negotiation and communication skills.
* Ability to work individually or in a team environment.
* Action oriented with the ability to consistently deliver results.

**Salary Package**

* Rs.45K-55K/month
* Sales’ commission and performance bonus
* 1 annual bonus
* Company Sim
* Health Insurance