

STATE LEAD

About Role:

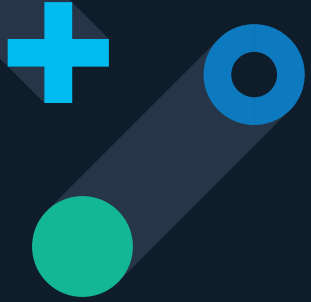
The Field Manager would be the SPOC for the region. He would be responsible for the execution operations objectives across the assigned territory. Role involves supervising the entire field/ Operations/ team of the Project. The role is accountable for the day-to-day performance as per the agreed KPIs in accordance with overall company policy

Major parts of Role includes driving business in the allocated region along with Secondary sales , Operational efficiencies with focus on the Call Cycle Adherence, Retailor Onboarding & expansion, drive code of conduct/compliance, SOPs.

- Candidate must be required to travel on a daily basis in allocated territory.
- Overall **experience of 6- 8 years** in Incense Stick & Handling Team.
- Proven working experience in project management • Excellent client-facing and internal communication skills
- Relationship Management.
- Selling Skills

Expectation from this Role:

- Taking care of sales for assigned region
- Achieving secondary sales targets
- Handling and maintaining team of Supervisor, SSO, SR.
- Continuous focus on increasing width and depth of distribution in the geography
- Recruiting, training and coaching the respective sales team
- Communicate with business Influencer, understand market dynamics and maintain relationship with key business partners like Dealer, distributors, vendors etc.
- Expansion of MDPH Coverage



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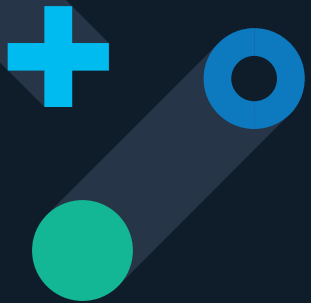
- Preparing demand forecasting & managing inventory
- Reporting competitive activity, schemes related developments from the market
- Accountable for end to end sales and operation execution
- Maximize Efficiency and Productivity of the Project
- Regular analysis of Field Team KPI's and its review, feedback & correction actions.
- Driving Technology Adherence, Attendance
- Driving competitive analysis among the team and track the market movement & trends
- Driving and maintaining good relationship with Retailers/ Dealers.
- Coordinate with MDPH Team and drive the operation smoothly.
- Report and escalate to management as needed.

Required Skills:

- Strong Expertise in Incense Industry
- Good Knowledge of Gujarat Market
- Strong working knowledge of Microsoft Office
- Teamwork & Highly Sales Driven
- Leadership and Management Skill
- Highly motivated and achieving set goals.
- Deliver accurate and quality work.
- Ability to plan & organize workload as per deadlines.

Qualification: Degree in sales, marketing, business or any related field

CTC: 7 - 8.5 lakhs P.A (Incentives and daily travel allowance are excluding)



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Location: Mumbai

Interested candidates may express their interest by mailing their profiles to tivola.pereira@smollan.com with the subject line “**Application source – IBSAF | Field Manager (Delhi/ Mumbai/ Bangalore)**”.

Last date to apply: 8th June, 2022