



*One of India's leading producers of fertilizers and industrial chemicals,*

We are transforming our business through focus on Collaboration beyond boundaries, Relentless Focus on Results, Innovation, and unflinching commitment to deliverables and promises.

We are looking for individuals who enjoy working outside their comfort zone and are ready to accept challenges. We believe in achieving excellence in whatever we do. For this we provide a great degree of support through a combination of best of the systems & processes, employees' capability building and their well-being.

We also place a considerable weightage to individuals who are proactive & self-motivated and have good inter-personal & social skills and have the ability to work in teams.

### **JOB DESCRIPTION**

**Designation:** Field Sales Manager

**Function:** Sales & Marketing

**Location:** Solapur

**Sector:** CNB

**Purpose of the Job:**

- Achieve sales of budgeted Manufactured and Bulk traded fertilisers
- Achieve sales of budgeted target for Speciality and Natural fertilisers
- Average debtors number of days not to exceed 30 days
- Achieve 100% Bensulf sales against target for the given geographical territory

**Overview/ Responsibilities:** As a Field Sales Manager, you will be expected to:

<b>Key Accountabilities for the position</b>	<b>Major Tasks for the position</b>
Business Development	<ul style="list-style-type: none"><li>• Execute Dealer wise, product wise, month wise sales plans</li><li>• Market development activities</li></ul>
Dealer Management	<ul style="list-style-type: none"><li>• Submit Proposal for appointment of dealers</li><li>• Monitor &amp; manage overdues</li><li>• Ensure that issues raised by the dealers are addressed in a timely manner</li></ul>
<b>Educational Qualifications</b>	<b>Total years of experience</b>
B.Sc. / M.Sc. Agriculture/Horticulture/Agronomy & MBA in Marketing preferred	Minimum experience of 5 - 8 years in sales / marketing of Agri inputs, preferably fertilisers / speciality fertilizer.

***"We believe together we can achieve excellence! "***



### Technical Experience

- Knowledge of products, rural markets, agriculture and farmers
- Selling skills
- Commercial acumen
- Risk assessing capability
- Credit management skills
- Analytical skills for cost minimization
- Knowledge of statutory regulations

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