



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: Sales Officer

Function: Cororid Business

Location: Bangalore, Hyderabad, Chennai, Coimbatore, Madurai, Trivandrum, Calicut, Surat+ Ahmedabad, Jaipur

Sector: IC Marketing, Cororid Business

Purpose of the Job: This role is primarily responsible to build Cororid Business in B To C segment.

Overview/ Responsibilities: As a Sales Officer, you will be expected to:

Key Accountabilities for the position	Major Tasks for the position
1) For B to C Sales	1) TO VISIT SMALL HOSPITALS (Below 150 Bed)AND PROMOTE OUR PRODUCT TO MAJOR STAKE HOLDERS IN HOSPITALS. (2) TO VISIT RETAIL OUTLETS/ RELEVANT INDUSTURIESE PER DAY AND EXPLAIN THE COMPANY PRODUCTS TO IMPORTANT STAKE HOLDERS. (3) TO BOOK ORDERS FROM THE VISITED HOSPITALS/ OUTLETS IN THE ORDER BOOK PROVIDED BY THE COMPANY (4) TO HANDOVER THE BOOKED ORDERS TO THE DISTRIBUTOR ASSIGNED TO THE SALES OFFICER, (5) TO TRACK THE BOOKED ORDERS(SUPPLIED BY DISTRIBUTOR OR NOT), (6) TO KEEP INFORM THE MANAGERS ON THE BOOKINGS DONE ON A DAY TO DAY BASIS,(7) TO VISIT THE DISTRIBUTORS TO CHECK THE AVAILABILITY OF COMPANY PRODUCTS, (8) TO COLLECT SECONDARY SALES STATEMENT FROM THE DISTRIBUTOR ON A WEEKLY BASIS, (9) TO COMPLETE THE ASSIGNED

"We believe together we can achieve excellence! "



TARGETS DECIDED FOR THE DISTRIBUTOR ON A MONTH TO MONTH BASIS

<i>Educational Qualifications</i>	<i>Total years of experience</i>
Graduate in any Science or Commerce.	3-5 years of experience of working in Hand Hygiene and hospital Disinfection Sector.
<i>Technical /Functional Expertise:</i>	
<ul style="list-style-type: none">▪ Strong understanding of the Business operations and business dynamics▪ Knowledge of financial and business analysis models / tools▪ Knowledge of Hospital and Hand Hygiene Sound knowledge of Hospital selling skills and other quality improvement initiatives	

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