1. **Organization Context**

|  |  |  |  |
| --- | --- | --- | --- |
|  | | | |
| **Position Title:** | Territory Sales in-charge – Africa | | |
| **Department:** | Sales & Commercial Excellence | **Location:** | Mumbai/Pune |
| **Reports to:** | Zonal Head | **Reported by:** | NA |

1. **Job Primary responsibilities-**

|  |
| --- |
| * Ideate, strategize, and drive the business for company’s range of products in Africa * Maintain existing business, build a good relationship with customers, and collaborate with internal stake holders and ensure customer satisfaction. * Ensure business growth and increase in market share in the allotted geographies. * Strategize and implement a market development plan for allotted geographies by identifying new growth opportunities. * Adherence to booking and dispatches plans to maintain linearity. * Ensure time collection of payment collection as per the agreed payment terms to minimize the AR. * Capture market information, trend, voice of customers, competitor movement, market share, and provide regular inputs to the management, & product development team * Prepare annual budget and achieve budgeted sales volume and value. * Schedule proactive visits and meetings to the customers in a planned manner, to develop better understanding of the customers’ requirements and create strong rapport with customers. * Provide techno-commercial information and clarification required by the customers from time to time. * Liaise with Group sales team to promote combo deals to build synergy within group. * Liaise with Sales support, Applied Engineering, formats, after market team for quick response to the customer. * Engage and train partners in the various territory and develop mechanism for continuous update from the market. |
|  |

1. **Educational and Experience Requirements**

|  |  |
| --- | --- |
|  |  |
| **Level of Education** | **BE + MBA** |
| **Experience** | **5-6 Years’ experience in Capital equipment sales with a Pharma Machinery Manufacturer** |