1. **Organization Context**

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| **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-**

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| * 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.
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1. **Educational and Experience Requirements**

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