

SUSTAINTECH INDIA PRIVATE LIMITED

JOB DESCRIPTION FOR HEAD OF SALES

Designation: Head of Sales

The Company

Sustaintech India Pvt Ltd (SIPL) is leading start up company in the Green Energy area, promoted by a dedicated team of alumni from IITs and IIMs, and supported by a group of well-respected international investors. The Company currently operates in South India, addressing the commercial cook stove market in small towns and semi urban areas, and has established an excellent reputation for its range of energy efficient products over the past 3 years, with over 1500 installations.

In order to meet the demands of rapid growth, Sustaintech is looking for a Head of Sales to join its team, as per details provided below. The position reports directly to the CEO, and offers very good personal and professional growth opportunities for the right candidate.

Job Profile and Key Requirements

- Manage sales of the company's products and services in within a defined geographic area, initially Tamil Nadu and other southern states,
- Ensure consistent, profitable growth in sales revenues through positive planning, deployment and management of sales personnel.
- Manage the sales and support teams in order to implement the Company's plans in an effective and profitable manner.
- Operational performance reporting, streamlining systems, processes, strategies wherever possible.
- Develop and execute tactical and strategic sales and marketing plans, by providing clear guidance and close monitoring of the entire sales team. This includes overseeing direct sales to customers through frequent field visits with sales associates.
- Plan and execute the expansion of the sales and distribution network, including identifying and managing distribution partners.
- Analyse sales results by developing reports to be reviewed on monthly basis and presented to management.
- Work as an active member of the team to ensure smooth and effective communication between sales personnel and management.

Candidate Profile

- Graduate or post graduate qualification in any discipline.
- Minimum 5 years related experience in sales, marketing, and business development, including experience in managing a field sales team. Preference for candidates with experience in rural Tamil Nadu, and experience in selling durable products, preferably to commercial food establishments.
- Should combine selling skills with exceptional personnel-management abilities.
- Basic computer proficiency in Microsoft Excel, Power Point and Word, including presentation skills and ability to communicate clearly.
- Comfortable with extensive travel.
- Fluent in English. We have a strong preference for candidates fluent in South Indian languages, especially Tamil.

Location: Madurai, TamilNadu

Interested individuals please contact

Mr.S.Babu, Chief Executive Officer

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