

SUSTAINTECH INDIA PRIVATE LIMITED

JOB DESCRIPTION FOR SALES OFFICERS

Designation:-Sales Officers

Job Description

- Reports to Area Sales Manager/Centre Heads
- Direct sales of Renewable/Sustainable Energy products like Biomass Stoves, Tea Boilers etc
- Responsible to sell as per targets given by Area Manager in assigned territory.
- Good knowledge of the territory.
- Visiting small hotels, teashops, messes, canteens, sweet & savouries makers etc to promote company products.
- Targeting minimum 6 - 8 customers every day.
- Working towards enhancing customer satisfaction to enhance our share of business and address penetration.
- Accountable for KPI's as set by Area Sales Manager
- Formulation, review & monitoring of annual & monthly sales budget for his/her set of customer base
- Ensure correct executions of customer orders, timely deliveries in line to order confirmations and collections.
- Responsible for necessary market research activities to identify possible new opportunities to address short / long term growth.
- Responsible to enhance share of business and address penetration.
- To provide necessary operational support to customer care for projects/ task execution.

Salary:

INR 72,000 to 96,000 P.A. + (Performance Based Incentives). (Petrol Allowance for bikes & mobile CUG extra). PF & ESI too are available on confirmation.

Industry:

Renewable/Sustainable Energy

Functional Area:

Direct Sales, Retail Sales, Channel Sales, Business Development

Qualifications:

The candidate must be a graduate with 2 years Sales experience in Sales Domain or +2/ Diploma holder with 4 to 5 yrs experience in direct sales. Candidates with Direct Sales experience in industries like Fertiliser, Pesticides, Tractor & Farm Equipments, Dairy, Grocery, Processed Food, Microfinance & Rural Insurance would be preferred. Candidates from Development Organisations with a flair for selling would also be given preference.

Job Locations :

- 1) Virudhunagar District
- 2) Theni District
- 3) Paramakudi/Ramnad District
- 4) Trichy District
- 5) Perambalur District
- 6) Thanjavur District
- 7) Pudukkottai District
- 8) Erode District
- 9) Krishnigiri District
- 10) Dharmapuri District
- 11) Salem District
- 12) Tiruppur District
- 13) Coimbatore District
