

JOB DESCRIPTION: Sales Manager – Supplementary Nutrition Products-Programmes

About the job

Company Description

The company manufactures world class Human Food Fortification, Personal & Hygiene/Home Care, and Animal Feed Supplement products. We continually innovate our products and are driven to fulfill the needs of our customers efficiently and innovatively.

Role Description

This is a full-time on-site role as Sales Manager – Supplementary Nutrition Products-Programmes located at New Delhi. As Sales Manager, you will be responsible for driving sales, developing new business opportunities in Take-Home-Ration (THR), Ready to Use Therapeutic Food (RUTF), Ready to Use Supplementary Food (RUSF) products/programmes, managing key accounts, negotiating contracts, and ensuring customer satisfaction. You will work closely with cross-functional teams and collaborate with internal stakeholders to achieve sales targets and exceed customer expectations.

Preference

- Strong knowledge and prior experience of developing and driving sales of Take-Home-Ration (THR), Ready to Use Therapeutic Food (RUTF), Ready to Use Supplementary Food (RUSF) products/programmes.

Qualifications

- Prior experience in sales or business development of Take-Home-Ration (THR), Ready to Use Therapeutic Food (RUTF), Ready to Use Supplementary Food (RUSF) products/programmes
- Proven track record in achieving sales targets and building strong customer relationships
- Excellent communication and negotiation skills
- Ability to work independently and in a team
- Strong analytical and problem-solving skills
- Willingness to travel as required
- Bachelor's degree in business administration, marketing, or a related field

SCREENING QUESTIONS

Do you have experience of selling Take-Home-Ration (THR) products?

Do you have experience of selling Ready To Use Therapeutic Foods (RUTF)?

Do you have experience of selling Ready to Use Supplementary Foods (RUSF)?

Do you have experience of selling other Supplementary Foods to Government/UNICEF etc?

Interested candidate please share your cv at:

contact@pmspl.net.in