

Job Description

Position: Manager/ Deputy Manager –Business to Business (B2B) Sales

Location: Anywhere in India

Industry: FMCG/ Frozen Food Products

Job Summary:

We are looking for a dynamic and results-driven B2B Sales of Bulk Fruit & Vegetable Sales Manager to join our team. The primary responsibility of this role is to generate and manage bulk orders for fruit and vegetable processing services from business clients. The ideal candidate will have a strong sales background, excellent communication skills, and a deep understanding of the food processing industry.

Responsibilities:

1. Business Development:

- Identify and prospect potential B2B clients in the food industry requiring bulk fruit and vegetable processing services.
- Develop and execute strategies to generate leads, build relationships, and close sales opportunities.

2. Client Relationship Management:

- Cultivate and maintain strong relationships with existing clients to understand their needs, address concerns, and promote additional services.
- Act as the main point of contact for clients, ensuring exceptional customer service and satisfaction.

3. Sales and Revenue Growth:

- Achieve sales targets and revenue goals by effectively selling bulk fruit and vegetable processing services.
- Prepare and present proposals, quotes, and contracts to clients, negotiating terms and pricing as needed.

4. Market Research and Analysis:

- Stay updated on market trends, competitor activities, and industry developments related to bulk fruit and vegetable processing.
- Conduct market research and analysis to identify opportunities, assess market demand, and develop targeted sales strategies.

5. Collaboration and Coordination:

- Collaborate with internal teams, including production, logistics, and customer service, to ensure seamless order fulfilment and customer satisfaction.

- Coordinate with marketing teams to develop promotional materials, campaigns, and strategies to support sales efforts.

Qualification and Experience:

Any Graduate/ Post Graduate (Sales & Mkt)/ MBA with minimum 7 years of experience in B2B Sales of Bulk Fruit & Vegetable Processing and Business Development.

Requirement:

- Strong sales acumen with a track record of meeting or exceeding sales targets.
- Excellent communication, negotiation, and presentation skills.
- Ability to build and maintain relationships with clients, understand their needs, and provide solutions.
- Strategic thinker with a results-oriented mindset.
- Proficiency in Microsoft Office Suite and sales analytics tools.
- Willingness to travel for client meetings as needed.

Benefits:

- Competitive salary.
- Positive and collaborative work environment.
- Group Health insurance