

Job Description

Position: Regional Sales Manager

Location: Anywhere in India

Industry: FMCG/ Food Processing/ Frozen Food Products

Job Summary: As the Regional Sales Manager for Beverages/ Organic/ IQF (Individually Quick Frozen) Products at PAGREXCO, you will be responsible for driving sales and revenue growth for our product line. You will develop sales strategies, and build relationships with key clients to achieve sales targets and expand market presence in the frozen foods/ foods industry.

Responsibilities:

1. Develop and implement sales strategies to promote Beverages/ Organic/IQF products and achieve sales targets.
2. Lead, train, and motivate the sales team to effectively execute sales plans and meet or exceed sales goals.
3. Identify and target potential clients in the food industry including retailers, distributors, and foodservice providers.
4. Build and maintain strong relationships with existing clients to ensure customer satisfaction and repeat business.
5. Collaborate with marketing teams to develop promotional campaigns, pricing strategies, and sales collateral.
6. Conduct market research and analyze industry trends, competitor activities, and customer needs to inform sales strategies.
7. Coordinate with product development teams to understand product features, benefits, and competitive advantages.
8. Prepare and present sales proposals, negotiate contracts, and close deals with clients.
9. Monitor sales performance, track KPIs, and generate reports to evaluate sales effectiveness and identify areas for improvement.
10. Stay updated with industry developments, regulatory requirements, and market opportunities to drive sales growth.

Qualification & Experience:

1. Master's degree in Business Administration, Sales, or a related field.
2. Proven experience of 10 years in sales management, preferably in the frozen food industry or related sectors.

Requirements:

1. Strong leadership and team management skills with the ability to coach, mentor, and develop sales teams.
2. Excellent communication, negotiation, and presentation skills.
3. Deep understanding of the frozen foods market, particularly IQF products, trends, and customer preferences.
4. Ability to build and maintain relationships with clients, understand their needs, and provide solutions.
5. Results-oriented mindset with a track record of achieving sales targets and driving revenue growth.
6. Proficiency in sales management software, Microsoft Office Suite etc.
7. Analytical skills to interpret sales data, identify opportunities, and make strategic decisions.
8. Flexibility to travel as needed for client meetings, trade shows, and industry events.

Benefits:

1. Competitive salary package
2. Health insurance and other benefits as per company policy.
3. Collaborative and dynamic work environment.

If you are a dynamic sales professional with a passion for driving results and building relationships, we invite you to apply for the IQF Products Sales Manager position and contribute to our success. Join us in shaping the future of our business!