

Sales Manager Post – Pidilite Careers 2023 In Kolkata, Bosepukur Road

Hiring organization
Pidilite

Job Location

Bosepukur Road, 700042, Kolkata, West Bengal, India

Date posted
May 31, 2023

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Valid through
31.12.2023

Base Salary

USD 10,200 - USD 18,000

APPLY NOW

Qualifications

12th/Graduate

Employment Type

Full-time

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Description

Pidilite Recruitment 2023

Job Title: Sales Manager

Company: Pidilite Careers

Location: Kolkata, Bosepukur Road

Job Summary: Pidilite Careers is seeking a highly motivated and experienced Sales Manager to join our team in Kolkata. As a Sales Manager, you will be responsible for leading a team of sales professionals, driving sales growth, and achieving business targets. This position requires strong leadership skills, a strategic mindset, and a proven track record in sales management.

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Responsibilities:

1. Team Leadership: Lead, motivate, and mentor a team of sales professionals. Set clear sales targets and provide guidance to ensure the team's success. Conduct regular performance evaluations and provide constructive feedback.
2. Sales Strategy: Develop and implement effective sales strategies and action plans to achieve business objectives. Identify market opportunities, analyze competitor activities, and make strategic recommendations to drive sales growth.
3. Business Development: Identify and establish new business opportunities, partnerships, and collaborations. Build and maintain relationships with key customers, distributors, and channel partners to expand the customer base and increase market share.

4. **Sales Performance Monitoring:** Monitor sales activities, track sales performance, and analyze sales data to identify trends, challenges, and opportunities. Take corrective actions as needed to ensure targets are met or exceeded.
5. **Sales Training and Development:** Conduct sales training sessions to enhance the skills and knowledge of the sales team. Provide ongoing coaching and support to improve individual and team performance.
6. **Customer Relationship Management:** Foster strong relationships with key customers, understand their needs, and address any issues or concerns. Collaborate with the customer service team to ensure high levels of customer satisfaction and retention.
7. **Sales Forecasting and Reporting:** Prepare accurate sales forecasts, sales reports, and other relevant documentation. Provide regular updates on sales performance, market trends, and competitor activities to the management team.
8. **Cross-functional Collaboration:** Collaborate with other departments, such as marketing, product management, and operations, to align sales strategies and achieve overall business objectives. Ensure effective communication and coordination across different functions.
9. **Budget Management:** Manage the sales budget effectively, ensuring optimal allocation of resources and cost control. Monitor expenses and take necessary actions to achieve desired profitability.
10. **Industry Knowledge:** Stay updated on industry trends, market dynamics, and emerging technologies. Attend industry events, conferences, and seminars to expand your knowledge and network with industry professionals.

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Pidilite Careers

Requirements:

- Strong leadership and team management skills.
- Excellent communication and negotiation abilities.
- Strategic thinking and problem-solving skills.
- Results-oriented mindset with a focus on achieving targets.
- Ability to analyze sales data and make data-driven decisions.
- Familiarity with CRM software and sales analytics tools.
- Good understanding of the local market and industry trends.
- Flexibility to travel as required.

Important Links [Valid driver's license.](#) **Find the Link in [Apply Now](#) Button**

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