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Aditya Birla Group Careers – Fast Job Search – Chief Sales Officer Jobs Alerts

Hiring organization
Aditya Birla Group

Job Location

India

Remote work from: IN; US; AU; NZ; HK; JP; KZ; MY; SG; TW; TH; UZ; VN; AT; BY; BE; DK; FR; DE; GR; NL; RU; ES; CH; UK; GB; DZ; KW; MA; QA; SA; MX; AE; CA; GT; DO

Date posted

March 21, 2024

Valid through

31.12.2024

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Base Salary

USD 12 - USD 22

Qualifications

12th Pass, Graduate, Post Graduate

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Employment Type

Full-time

Description

Aditya Birla Group Recruitment 2024

Do you thrive in a fast-paced environment and have a passion for driving sales growth? Are you a strategic leader with a proven track record of building high-performing teams?

If so, then this exciting opportunity at Aditya Birla Group could be the perfect fit for you. We are searching for a talented and experienced sales professional to join our team and play a pivotal role in shaping our future success.

Aditya Birla Group Jobs Near Me

About Aditya Birla Group

Aditya Birla Group is a leading Indian multinational conglomerate, operating in 36 countries across 24 sectors like metals, cement, financial services, telecom, and textiles. Renowned for its commitment to innovation and social responsibility, the Aditya Birla Group offers a dynamic and growth-oriented work environment.

Why Join Us

As a member of our sales team, you'll have the chance to make a real impact on a company that is shaping the future of various industries. You'll be surrounded by talented colleagues, given the opportunity to develop your skills through ongoing

training and mentorship programs, and contribute to the success of a brand respected worldwide.

Summary

In this leadership role, you'll be responsible for developing and executing strategic sales plans to achieve ambitious growth targets. You'll lead a team of high-performing sales representatives, fostering a collaborative and results-oriented environment. By leveraging your expertise in sales methodologies, market analysis, and relationship building, you'll play a key role in driving revenue generation and expanding our customer base.

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Key Responsibilities

- Develop and implement a comprehensive sales strategy aligned with the company's overall business objectives.
- Conduct thorough market research and competitor analysis to identify new sales opportunities.
- Lead and mentor a team of sales representatives, providing coaching and guidance to ensure they achieve their targets.
- Oversee the sales pipeline and develop strategies to optimize conversion rates.
- Manage and forecast sales performance, regularly monitoring key metrics and identifying areas for improvement.
- Build strong relationships with key clients and partners, fostering long-term collaborations.
- Develop and deliver impactful sales presentations to engage new prospects and close deals.
- Stay abreast of industry trends and best practices, continuously seeking new ways to improve sales effectiveness.
- Collaborate cross-functionally with marketing, customer service, and other departments to ensure a seamless customer experience.

Required Skills and Qualifications

- Proven track record of success in achieving and exceeding sales targets in a B2B environment.
- Minimum of [X] years of experience in a leadership role within the sales industry (adjust X based on experience requirement).
- In-depth understanding of sales methodologies and best practices.
- Excellent communication, presentation, and interpersonal skills.
- Strong analytical and problem-solving abilities.
- Ability to build and maintain strong relationships with clients and colleagues.
- Leadership skills with the ability to motivate and inspire a team.
- Proficiency in CRM software and other relevant sales tools.
- A bachelor's degree in Business Administration, Marketing, or a related field (or equivalent experience).

Experience

This role is open to both experienced sales professionals and individuals with a strong track record of success in achieving sales targets.

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Why Join Aditya Birla Group

At Aditya Birla Group, we offer a comprehensive benefits package that includes competitive compensation, health insurance, paid time off, and opportunities for professional development. You'll also be part of a dynamic and collaborative work environment where your contributions are valued, and you're encouraged to reach your full potential.

Here are just a few of the reasons why you'll love working at Aditya Birla Group:

- **Opportunity to make a real impact:** You'll be working for a company that is at the forefront of innovation and making a positive contribution to society.
- **Growth and development:** We offer a variety of training and development programs to help you advance your career.
- **Collaborative work environment:** You'll be surrounded by talented colleagues who are passionate about what they do.
- **Competitive compensation and benefits:** We offer a comprehensive benefits package that includes competitive compensation, health insurance, paid time off, and more.
- **Work-life balance:** We understand the importance of maintaining a healthy work-life balance, and we offer programs and resources to support you.

Application Process

To apply for this exciting opportunity, please submit your resume and cover letter online. In your cover letter, please tell us why you're interested in this role and what you can bring to Aditya Birla Group.

We look forward to hearing from you!

General Overview

This position offers a unique opportunity to join a leading Indian conglomerate and play a key role in shaping its future success.

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