



<https://jobable.govhelp.in/job/britannia-recruitment-2024-all-india-jobs-chief-sales-officer-post/>

Britannia Recruitment 2024 – All India Jobs – Chief Sales Officer Post

Job Location

India
Remote work from: IND

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Base Salary

USD 11,200 - USD 19,500

Qualifications

12th/ Graduate

Employment Type

Full-time

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Description

Britannia Recruitment 2024

Britannia, a household name synonymous with delicious biscuits and iconic brands, is seeking a visionary and results-oriented leader to join their team as Chief Sales Officer (All India). In this pivotal role, you'll be the architect of Britannia's sales strategy, driving revenue growth,

Britannia Careers

Responsibilities:

- Develop and implement comprehensive sales strategies aligned with Britannia's overall business objectives and market dynamics.
- Lead and manage a high-performing sales team, fostering a culture of excellence, accountability, and collaboration.
- Oversee all aspects of the sales cycle, from channel development and territory management to customer relationship building and deal negotiation.
- Analyze market trends, competitor activity, and consumer insights to identify growth opportunities and optimize sales strategies.
- Set ambitious sales targets and track performance against key metrics, driving continuous improvement and exceeding expectations.
- Build strong relationships with distributors, retailers, and key decision-makers across the Indian market.
- Manage a budget effectively, ensuring optimal resource allocation and cost-efficiency within the sales department.
- Mentor and coach sales team members, providing guidance and support for

Hiring organization

Britannia

Date posted

January 8, 2024

Valid through

31.08.2024

APPLY NOW

professional development and growth.

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Britannia Jobs near me

Skills:

- Minimum 15-20 years of experience in a senior sales leadership role within the FMCG industry (highly preferred).
- Proven track record of driving significant and sustainable revenue growth in competitive markets.
- Deep understanding of the Indian consumer landscape, distribution channels, and retail dynamics.
- Strong leadership and people management skills with the ability to motivate and inspire sales teams.
- Excellent communication, negotiation, and presentation skills to effectively influence stakeholders and secure deals.
- Analytical and strategic thinking skills to develop data-driven sales strategies and make informed decisions.
- Strong financial acumen with the ability to manage budgets and optimize resource allocation.

Important Links

Find the Link in [Apply Now](#) Button

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