



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

Britannia Recruitment 2024 – All India Jobs – Director of Sales Post

Hiring organization
Britannia

Job Location

India
Remote work from: IND

Date posted
January 5, 2024

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Valid through
31.08.2024

Base Salary

USD 11,800 - USD 18,400

APPLY NOW

Qualifications

12th/ Graduate

Employment Type

Full-time

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Description

Britannia Recruitment 2024

Britannia is seeking a dynamic and visionary leader to head our sales operations as Director of Sales. You will be responsible for driving the company's revenue growth by developing and implementing effective sales strategies, managing a high-performing team, and forging strong relationships with key customers and distributors.

Britannia Careers

Responsibilities:

- Develop and implement comprehensive sales strategies to achieve ambitious revenue targets.
- Lead and manage a team of Sales Managers and regional teams across India, empowering them to excel and exceed goals.
- Foster a culture of high performance, motivation, and accountability within the sales team.
- Analyze market trends and competitor activity to identify growth opportunities and develop competitive strategies.
- Negotiate and finalize contracts with key distributors and retail partners.
- Oversee sales pipeline management and ensure efficient sales cycles.
- Monitor and analyze sales data to identify areas for improvement and make data-driven decisions.
- Develop and maintain strong relationships with key decision-makers at major retail chains and distribution networks.

- Represent Britannia at industry events and conferences.
- Contribute to the development and implementation of new product launches and marketing initiatives.

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Britannia Jobs near me

Skills:

- Bachelor's degree in Business Administration, Marketing, or a related field.
- Minimum 10 years of experience in a senior sales leadership role, preferably in the FMCG industry.
- Proven track record of exceeding sales targets and driving revenue growth.
- Strong leadership and team management skills, with the ability to motivate and inspire others.
- Excellent communication, presentation, and negotiation skills.
- Deep understanding of the Indian retail landscape and distribution channels.
- Strategic thinking and analytical skills to identify and capitalize on growth opportunities.
- Strong commercial acumen and understanding of P&L responsibility.
- Excellent time management and organizational skills.
- Ability to work independently and as part of a team.

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

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