



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

Britannia Recruitment 2024 – New Job – Director of Sales 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

As our Director of Sales, you'll be the captain of the ship, guiding and empowering our sales force to conquer new markets and achieve ambitious sales targets. From crafting winning sales strategies to fostering a culture of excellence, you'll wear many hats, becoming the architect of Britannia's market dominance and a driving force behind the company's continued success.

Britannia Careers

Responsibilities:

- Develop and implement strategic sales plans to achieve revenue growth and market share expansion across assigned territories or channels.
- Lead and motivate a high-performing sales team, providing coaching, mentorship, and performance feedback to unlock their full potential.
- Manage and optimize sales operations, ensuring efficient lead generation, territory management, and customer relationship management.
- Negotiate and close major deals with key distributors and retail partners, securing favorable terms and maximizing profitability.
- Analyze market trends and competitor activity, identifying opportunities for innovation and developing differentiated sales strategies.
- Build strong relationships with internal stakeholders (marketing, production, supply chain) to ensure seamless collaboration and alignment.

Hiring organization

Britannia

Date posted

December 29, 2023

Valid through

31.08.2024

APPLY NOW

- Monitor and track key performance indicators (KPIs) related to sales revenue, market share, and customer satisfaction, driving continuous improvement.
- Stay up-to-date on industry trends and best practices in sales, leadership, and the food and beverage sector.

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Britannia Jobs near me

Skills:

- Minimum MBA degree in Marketing, Sales, or a related field (extensive experience in FMCG sales leadership is a must!).
- Proven track record of exceeding sales targets and driving profitable growth in competitive markets.
- Strong leadership and team management skills, able to inspire, motivate, and coach diverse sales teams.
- Excellent communication, negotiation, and presentation skills, adept at building rapport and influencing stakeholders.
- Strategic thinking and analytical abilities, capable of developing and implementing winning sales strategies.
- Deep understanding of the Indian FMCG market, retail landscape, and consumer preferences.
- A passion for Britannia's brands and a genuine desire to contribute to the company's legacy of creating delightful treats for everyone.
- The ability to work independently and as part of a team in a fast-paced and demanding environment.

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

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