

SALES AND DISTRIBUTION

- **Job experience:** 2-4 years
- **Job Location:** Ahmedabad, Gujarat, India
- **Reporting to:** Director

Skills required: needs to have knowledge of consumer product channels, distributors, Microsoft Office, documentation, English

Experience required:

- Bachelor's Degree (Commerce or Business Administration preferred)
- Strong written and verbal communication (English mandatory) [CRITICAL]
- Must have experience in the FMCG sector.
- A minimum of 2 years commercial experience in leading a Sales & Distribution function for a brand or range of products
- Must have current experience in leading a sales function across consumer-related products [CRITICAL]
- Must think strategically
- Excellent experience in building relationships with new customers and enhancing existing relationships to maximize sales & margin returns [CRITICAL]
- Ability to understand competitive analysis and be a knowledge base for the product range
- Excel in fast-paced, dynamic work environments [CRITICAL]
- Prefer independently-led work style as opposed to hierarchical management
- Bonus skills: Adobe Creative Suite

Job Description:

- Develop and implement a local and international sales & distribution plan for Saathi sanitary pads
- Develop and implement effective sales & marketing strategies for the stepwise launch of the product in pan Indian urban market
- Build relationships with distributors and develop terms of business
- Attend local markets & exhibitions – working with the Marketing team on a variety of other market communications initiatives
- Meet sales targets and develop a strategy.