

Regional / Cluster Manager: Job description

We are looking for a Regional Sales Manager to expand our customer base and achieve sales quotas for specific regions / clusters of our company.

To be successful in this role, you should have previous experience in aquaculture managing the sales and distribution of feed and other farm inputs. You should also be able to remotely supervise a team of research analyst and achieve the sales targets & other targets set out by the company. Our ideal candidates require excellent communication skills with target oriented approach.

Responsibilities

- Create regional / cluster sales plans and quotas in alignment with business objectives
- Support Research analyst & Runner Boys with day-to-day operation
- Evaluate Research analyst & Delivery Executive performance on ground
- Promote our products/services and report on regional sales results
- Forecast quarterly and annual sales volumes & profits
- Identify hiring needs, select and train new research assistants
- Prepare and review the annual budget for the area of responsibility
- Analyze regional market trends and discover new opportunities for growth
- Address potential problems and suggest prompt solutions
- Participate in decisions for expansion or acquisition
- Suggest new services/products and innovative sales techniques to increase customer satisfaction

Requirements

- Ability to measure and analyze key performance indicators (ROI and KPIs)
- Understanding of aquaculture operations
- Ability to lead and motivate a high performance sales team
- Excellent communication skills (multi linguistic may preferred)
- Strong organizational skills with a problem-solving attitude
- Availability to travel as needed
- Sales driven approach
- Strong analytical skills

Proven work experience of 5 years and above as a Regional Sales Manager, Area manager or similar senior sales role in Aquaculture related companies.

Bachelors or Masters in management studies or fisheries.

Location: Andhra Pradesh, Tamil Nadu and Gujarat