

Job Profile

Designation:	Head – Institutional Sales	Department:	Sales & Marketing
Level:	4C	Sub-Function	Sales

Job Role: Will be responsible for Institutional Sales business for NSL	
Job Responsibility:	
<ul style="list-style-type: none"> ▪ To head Institutional Sales & Alliances for Nuziveedu Seeds (NSL) ▪ Responsible for the overall business growth and development of Corporate/B2B Sales & Alliances to make it the most business generating arm of NSL ▪ Maintain an aggressive contact plan with large corporate and agricultural institutions mapped to ensure sales of products and achievement of product level targets ▪ Developing tie ups and strategic alliances with multiple brand partners for market expansion and business growth ▪ Overseeing complete business operations nationally, forecasting business targets, with accountability of sales and profitability of the division ▪ Market expansion, Identifying new avenues, product and service development, new client acquisition ▪ Conceptualize, lead and execute a business plan, which provides end to end gifting and loyalty solutions to various corporate clients across the Nation ▪ Key account Management by facilitating the client with most optimal product, services and solutions for consistent sales & revenue generation ▪ Building & maintaining healthy business relations with Corporate, Institutional & B2B clients, maximizing customer satisfaction by meeting service & delivery norms ▪ Coordinate with procurement team to ensure the product supplied to the customers in line with the specification given by them ▪ Conduct Quarterly Business Reviews, measuring partner performance against pre-established business metrics 	
Relevant Experience:	10-15 Years Experience
Relevant Qualification:	MBA – Marketing