

Job Profile

Designation:	Officer	Department:	Sales & Marketing
Level:	2B	Sub-Function	Sales

Job Role: Responsible for achieving Sales targets, Market Development and Customer Service	
Job Responsibility: Will be responsible for Sales and Marketing operations in the assigned locations: <ul style="list-style-type: none">▪ Ensure achievement of annual objectives of sales with effective utilization of sales promo's and budget▪ Conduct Field Demos with regard to Cotton, Field Crop and Veg. Crop seeds▪ Conduct market Development activities such as farmer contacts, farmer Meets, Field days and Field Visits▪ Plan and implement village/farm level sales activities▪ Provide full technical support and guidance to farmers and attending to product complaints▪ Manage inventory to ensure minimum product stock levels at depot and dealers▪ Recommend appropriate dealers and distributors▪ Liaison with Department of Agriculture▪ Obtain timely Inter party transfers / Inter party stock movement and regularize sales activity as per procedure.▪ Collect Farmer / Village level data and forward to reporting Manager for strategy planning.▪ Administrative functions like (weekly & monthly sales reports and sales plans, collection reports, POG, MD reports, expenses reports and etc.,	
Relevant Experience:	2 to 4 Years
Relevant Qualification:	Diploma/B Sc/M Sc in Agriculture