

<b>ROLE &amp; REQUIREMENTS</b>	
<b>Position</b>	Area Sales Manager
<b>Reporting To</b>	National Sales Manager
<b>Company Information</b>	For further details kindly refer to our website <a href="http://www.biocp.in">www.biocp.in</a>
<b>Contact Person (HR)</b>	0484-2390393, 2390292
<b>Role Responsibilities:</b>	
Maintaining and increasing sales of company's products	
Reaching the targets and goals set for your area	
Establishing, maintaining and expanding your customer base	
Servicing the needs of your existing customers	
Increasing business opportunities through various routes to market	
Setting sales targets for individual responsibility and your team as a whole	
Recruiting and training sales staff	
Allocating areas and sales target to Business Development Executives	
Monitoring your team's performance and motivating them to reach targets	
Compiling and analyzing sales figures	
Directly managing key accounts	
Collecting customer feedback and market research	
Reporting to superiors	
Keeping updated with products and competitors	
<b>Qualification Required:</b>	
Graduation/Post Graduation (MBA/MIB) with specialisation in Sales & Marketing	
<b>Experience Required:</b>	
3-5 Years' in the industry	
<b>Skills / Competencies Required:</b>	
x Excellent oral and written communication in English and regional language	
x Exceptional analytical, planning and execution abilities.	
x Working knowledge of MS Office (i.e. Word, Excel, Power Point and Outlook) and E-mail.	
x Must be willing to travel extensively. Should possess valid driving license.	
x Should have the drive and self-motivation to keep up with the deadlines.	
x Should have excellent inter-personal skills.	
x Should have a positive approach and a vibrant personality	
x Must possess strong negotiation skills.	
<b>Note: The above are as per current business requirements and can change in future as per need.</b>	