

<b>ROLE &amp; REQUIREMENTS</b>	
<b>Position</b>	Regional Manager
<b>Reporting To</b>	National Sales Manager
<b>Company Information</b>	For further details kindly refer to our website www.biocp.in
<b>Contact Person (HR)</b>	0484-2390393, 2390292
<b>Role Responsibilities:</b>	
Accomplishes regional sales human resource objectives by recruiting, selecting, orienting, training, assigning, scheduling, coaching, counseling, and disciplining employees in assigned districts; communicating job expectations; planning, monitoring, appraising, and reviewing job contributions; planning and reviewing compensation actions; enforcing policies and procedures	
Achieves regional sales operational objectives by contributing regional sales information and recommendations to strategic plans and reviews; preparing and completing action plans; implementing productivity, quality, and customer-service standards; resolving problems; identifying trends; determining regional sales system improvements; implementing change.	
Meets regional sales financial objectives by forecasting requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions	
Establishes sales objectives by creating a sales plan and quota for districts in support of company sales objectives.	
Maintains and expands customer base by supporting district sales representatives; building and maintaining rapport with key customers; identifying new customer opportunities	
Recommends product lines by identifying new product opportunities, and/or product, schemes, and service changes; surveying consumer needs and trends; tracking competitors.	
Implements trade promotions by publishing, tracking, evaluating and upgrading products & services	
Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal accomplishments	
<b>Qualification Required:</b>	
Graduation/Post Graduation (MBA/MIB) with specialisation in Sales& Marketing	
<b>Experience Required:</b>	
5-7 Years' experience 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>	