

Job opportunity — Novus Animal Nutrition

External Job Title: Sales Manager - Uttar Pradesh 1, Dairy

General Responsibilities

Manage sales activities of Novus products in assigned territories of Uttar Pradesh to maximize profit, short term and long term while complying with Novus Internal Policies and local regulations.

Perform sales and marketing duties in order to execute approved business plans, following defined procedures and practices.

Contribute to building Novus into a broader, multiproduct/ program and customer focused company with participation in PREP process and quarterly product and species review.

Effectively uses resources to learn to manage methionine sales and develop the Specialty product sales in assigned territories of Uttar Pradesh.

Supervise the distribution and sales support activities of Novus in assigned territories of Uttar Pradesh. Assess credit risk and payment follow-up in close cooperation with credit management.

Perform budgeting, forecasting and coordinating regulatory follow-up in assigned territories of Uttar Pradesh.

Support implementation of CSR activities and marketing of new products.

Accomplish specific responsibilities for region or Worldwide assigned projects.

General Guidance for Key Knowledge/Skills/ Experience:

Bachelor's degree in Veterinary / Science or related subject

5+ years in sales with animal health industry

Proven sales and marketing skills to focus, execute and direct sales activities in area.

Detailed understanding of animal health products and services relevant to the livestock industries.

Strong analytical skills and understanding of legal compliance to support assigned area and other centralized remote functions.

Proven communication and interpersonal skills for effectively interacting with customers.

Strong organizational skills to coordinate agents and distributors.

Other Essential Requirements:

Fluent in English.

Fluent in Hindi / Local Language

Seniority level: Entry level

Source: LinkedIn