

# SALES MANAGER

## GR1

### Job Opportunity

Number: AGRO/HR/2020/09  
Published Date: 11 August 2021  
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Deadline: 18 August 2021 0000

#### NO. OF VACANCY:

- 01

#### VACANCY TYPE:

- Fulltime

#### REMUNERATION:

- Basic Salary: MVR 12,500/-
- Service Allowances: MVR 3750/-
- Attendance Allowance: MVR 3125/-
- Fixed Allowance: MVR 3125/-
- Hardship Allowance: MVR 1875/-
- Phone Allowance: MVR 500/-

#### QUALIFICATION & EXPERIENCE:

- Postgraduate Degree in Business/ in a relevant Field OR Undergraduate Degree in Business/ in a relevant field + 2 years middle management experience.
- Experience working in a similar area at managerial/supervisory level
- Knowledge of Marketing Strategies
- Excellent written and oral communication skill
- Able to work overtime as and when required

#### IMPORTANT RESPONSIBILITIES MAY INCLUDE, BUT NO LIMITED TO:

- Managing organizational sales by developing a business plan that covers sales, revenue and expense controls.
- Determine annual unit and gross-profit plans by implementing sales strategies; analyzing trends and results.
- Establish sales objectives by forecasting and developing annual sales quotas islands; projecting expected sales volume and profit for existing and new products.
- Maintain sales volume, product mix and selling price by keeping current with supply and demand, changing trends, economic indicators and competitors.
- Contribute to team effort by accomplishing related results as needed.
- Plan to ensure achievement of divisional and personal target, aligning with company sales policies and strategies.
- Manage, develop, coach, control and motivate the sales force to develop their skill to ensure that a high professional standard is achieved and monthly sales target and KPI target are met
- Assess the strengths and weaknesses of the sales team and manage the sales program accordingly.
- Provide on-the-ground support for sales associates as they generate leads and close new deals
- Meet with customers to discuss their evolving needs and to assess the quality of our company's relationship with them.

- Develop and implement new sales initiatives, strategies and programs to capture key demographics
- Provide daily report of field sales success and communicate those to superiors.
- Maintain data relative to partners, accounts and activities and will document customer interactions
- Manage overall media coverage about sales and promotion for the Agro National and Build up strategic alliances with media sources.
- Ensure that sales targets are reached as per the business plan of Agro National.
- Other tasks assigned by the Agro National that are in relation to efforts in increasing sales and satisfying customers.

**WORKING HOURS:**

- 08:00am to 16:00pm (Sunday to Thursday; and Saturdays if needed).

***Interested candidates are invited to send their applications to [info@agronational.mv](mailto:info@agronational.mv) with the following before 1600hrs of 18 August 2021.***

- **Submit CV indicating past experiences from similar projects with attested document certificates and transcripts. The applicant should show his/her experience in the scope of work identified.**
- **Submit a cover letter stating why the individual is suitable for the assignment**
- **Professional reference.**

11 August 2021