

Agro National Corporation Private Limited
Maldives

Job Opportunity
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Sales and Marketing Manager

LOCATION

AgroNat Head office, K.Male'

SCOPE OF WORK:

- Managing organizational sales by developing a business plan that covers sales, revenue, and expense controls.
- Determine annual unit and gross-profit plans by implementing marketing strategies, analysing 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.
- Manage the overall marketing department and run the department and its activities towards the goals set by the marketing plan.
- Strengthen overall brand and corporate identity of the corporation.
- Ensure the right and up-to-date information are delivered to potential clients by all departments of the Agro National.
- Ensure any change in any product is communicated to all relevant personnel and departments.
- Lead and organize all marketing campaigns (exhibitions, events, etc) for Agro National.
- Other tasks assigned by the Agro National that are in relation to efforts in increasing sales and satisfying customers.

QUALIFICATION AND EXPERIENCE

- Master's Degree in Marketing, Business Management with minimum 2 years' experience in middle management.
- Experience working in a similar area at managerial/supervisory level.
- Knowledge of Marketing Strategies
- Determined and highly motivated, with ability to work without close direction.
- Excellent communication and interpersonal skills.

- High level of integrity, accuracy, dependability, enthusiasm, and confidentiality.
- Must possess initiative, be reliable, dependable, eye for detail and be able thrive under pressure.
- Ability to manage staff and to meet targets and deadlines.
- Excellent written and oral communication skill.
- Able to work overtime as and when required.

REMUNERATION

- Basic Salary: MVR 12,500/-
- Service Allowances: MVR 3,750/-
- Attendance Allowance: MVR 3,125/-
- Fixed Allowance: MVR 3,125/-
- Hardship Allowance: MVR 1,875/-
- Phone Allowance: 500/-

APPLICATION PROCESS

Interested Applicants are invited to submit the following documents to hr@agronational.mv
(<mailto:hr@agronational.mv>)

1. CV
2. Copies of accredited certificates
3. Two (2) professional reference from previous employer
4. Clearance Letters from both Maldives Police Services and Anti-Corruption Commission Report
5. ID card

The deadline for submission of application is 1500hrs, 26th January 2023. Incomplete applications and any application received after the deadline will not be considered.

Interested candidate may contact AgroNat to obtain further clarification and understanding of the scope of work and responsibility prior to the submission of the application. Please send all queries related to this to hr@agronational.mv
(<mailto:hr@agronational.mv>).

22 Jan 2023