Job Title: Territory Sales Manager
Location: (Home office) South / North / East
Division/Department: Sales
Working days: Sunday to Thursday
Travel: 40% to 60% of the time (field visits in the region)

Job Summary

We are looking at hiring a target oriented and experienced territory sales manager. He/She will be responsible to manage a team and territory assigned to achieve sales targets. The TSM’s responsibility includes monitoring performance of team, reporting on sales and forecasting at specific time intervals. You should also be able to anticipate needs of the Suryamukhi (Suryamukhis - women from marginalised communities in urban and rural India or Nepal) community and identify products that can impact them and the organisation.

You should have excellent communication skills, ability to multitask, ability to work on multiple priorities and problem-solving skills.

Roles & Responsibilities

Responsibilities will include, but not be restricted to:
• Achieving sales and revenue targets in the defined territory
• Travel throughout the assigned sales territory to train and guide team members.
• Analyse sales and marketing data to determine most effective sales and marketing approach to market.
• Motivate sales team to achieve their sales target, evaluate their performance based on their ability or inability to achieve sales targets.
• Identify new markets and communities in the given sales territory that could be blue tent/ Shed / brick houses along with the team
• Identify and recruit Suryamukhi’s (Suryamukhis - women from marginalised communities in urban and rural India or Nepal) in the given territory
• Engage with Suryamukhi’s (Suryamukhis- women from marginalised communities in urban and rural India or Nepal) to activate sales and digital financial literacy
• Through surveys and interactions with Suryamukhis identify new products that company could add to the bouquet of offering based on guidelines and focus areas
• Manage Collections, Supply chain and logistics for the territory
• Support operations in stock management, liquidation of stock, control aging inventory
• Timely escalations of deviations within his/her territory
• Report on weekly progress made by the team and actively participate in all meetings.
• Submit timely sales and forecast reports for the territory assigned
• Be the brand ambassador for the territory towards our vision, Mission and Values
• Conduct mobile hives at set frequency to increase visibility, knowledge and sales in the territory

Key selection criteria
Job Description, Sales & Operations Manager

- Person with considerable experience in managing teams and sales in territory (open to all experience levels including retired or person on sabbatical)
- **Willingness to work with disadvantaged communities and flexible to work hours like early mornings or late evening in Slum communities**
  - Willingness to work Sunday to Thursday, with at least 3 field visits each week.
  - Excellent interpersonal skills and experience managing a large team of sales agents
  - Passion for social business, renewable energy, and dedication to transform the lives of the poor.
  - Self-starter and ability to work with minimal supervision
- Basic knowledge of English, Hindi, and higher proficiency in regional language
- Knowledge of using apps and smartphone

Desirable

- Good knowledge of computer - Windows and Microsoft Office applications, Sales force
- Basic Data management and analysis skills would be an added advantage
- Problem Solving and providing support wherever required

How to apply?
To apply for this role please send your CV to people@pollinategroup.org and fill in the candidate information form.

What follows next?
Someone from our recruitment team will get in touch with you in the next 3 to 5 days should your CV and Candidate information form meet our requirements.

There will be two to three rounds of interview and may include visit to community to meet Suryamukhi (Suryamukhis - women from marginalised communities in urban and rural India or Nepal) as part of the recruitment process.