Job Title: Area Manager (Channel sales)
Location: Multiple locations (Hyderabad, Lucknow, Kolkata, Maharashtra)
Division/Department: Sales and Marketing
Reporting Manager: National Sales Manager
Working days: Sunday to Thursday

About the Company:

Pollinate Group, an award-winning organization, empowers marginalized women as microentrepreneurs to reduce poverty, advance gender equality, and increase access to renewable energy. As a team, we're growing and making an impact. For the world's most neglected communities, we empower women as leaders of change by distributing clean energy products that improve health, save time, and save money. Find out more at www.pollinategroup.org

Job Summary

You will be responsible to develop a robust sales plan to attract potential Suryamukhis (channel partner - women from marginalised communities in urban and rural India) and retain existing ones.

As a successful channel sales representative, you will drive new sales by effectively managing Suryamukhis (women from marginalised communities in urban and rural India or Nepal) to achieve your sales targets. You will be playing a vital role in increasing the revenues by engaging Suryamukis in forecasting, identifying needs and driving sales.

You should possess good customer service and communication skills in the local / regional language for this role. This role requires you to travel extensively in the territory allocated to you.

You should be self motivated and driven to make an impact in the community you serve.
Roles & Responsibilities

- Represent the company to the channel partner (Suryamukhi - women from marginalised communities in urban and rural India or Nepal) and end customer in sales-oriented activities
- Responsible for managing list of Suryamukhis (women from marginalised communities in urban and rural India or Nepal) in a given geography
- Work with Suryamukhis (women from marginalised communities in urban and rural India or Nepal) for identifying new opportunities, new customers, increasing reach and coverage, increase account penetration to grow business
- Guide Suryamukhis (women from marginalised communities in urban and rural India or Nepal) periodically to ensure correct positioning of our products and solutions and improve their Sales skills
- Conduct periodic business reviews with Suryamukhis (women from marginalised communities in urban and rural India or Nepal) help them plan their weekly activities and provide constructive feedback
- Ensure proper funnel management and accurate forecasting by Suryamukhis (women from marginalised communities in urban and rural India or Nepal) on a monthly basis
- Follow up on payments by Suryamukhi (women from marginalised communities in urban and rural India or Nepal), order fulfilment etc.
- Work closely with Marketing and Suryamukhis (women from marginalised communities in urban and rural India or Nepal) for proper planning and execution of Marketing programs for demand/leads generation, etc.
- Ensure timely report submissions by Suryamukhis (women from marginalised communities in urban and rural India or Nepal) as relevant and required
- Conduct frequent roadshows (mobile hives) in the community with focused product
- Update and generate daily as well as monthly sales reports

Key selection criteria

- Graduate or diploma in any field
- 2-5 years of experience in channel marketing or direct sales
- Experience working in social sector, FMCG or related
- Ability to build and maintain relationships with channel partners
- Basic knowledge of English and proficiency in regional language
- Knowledge of using apps and smartphone

Job Description, Area Manager (Channel Sales)
Desirable

- Proficient in MS Office Tools
- Hands on experience working with CRM Tool
- Knowledge of multiple regional languages

what we provide

- A Great sense of purpose in working for a social organization.
- Seeing the transformation in the lives of those we work with can be very rewarding.
- Collaboration with teams in multiple countries, open to learning.
- Aspired to be a part of the team who aims to "Empowering lives sustainably."

How to apply?

To apply for this role please send your CV to people@pollinategroup.org and fill in the candidate information form. Here is the link: https://forms.gle/YJ14QjtJtAp6a5Yye7

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 rounds of interview and as part of the interview process you will be asked to visit one of the communities and share your experience.