



Regional Sales Manager

- **Vacancy for:** 1
- **Posted on:** Feb. 6, 2018
- **Deadline:** March 1, 2018, 11:59 p.m.

Basic Job Information

Job Category	: General Mgmt. / Administration / Operations > Sales and Marketing, Supplier/ Vendor management, Supply chain, Organization development/ Process Improvement, Supervision
Job Level	: Top Level
Employment Type	: Full Time
Job Location	: Kathmandu, Central Development Region, Nepal
Offered Salary	: NRs. 150,000.00 - 200,000.00 Monthly

Job Specification

Education Level : Graduate (Masters)
Experience Required : More than or equal to 3 years

Other Specification

- Prior work experience of minimum 3 years in sales, operations, or general management
 - Strong analytical and quantitative skills with a keen eye for attention to detail
 - An extrovert with impactful communication and negotiations skills
 - No inhibition in traveling new cities/areas for market development based on leads and willing to stay in rural/remote territories (Agri background is a bonus)
 - Dedicated and Focused at work without any distractions
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Job Description

- Manage complete operations and sales in Nepal – e.g. generation of demands, optimizing the existing processes and creating new ones, business development, and expansion, branding and promotions etc.
- Identify the problems and bottlenecks in existing processes and strategize to improve the same in Operations + Sales and Marketing
- Explore and onboard new partners/associates for business development in major markets (vegetables and fruits markets)
- Manage complete documentation (custom's paperwork), payments, transactions, bills and invoices in a particular region and ensuring a complete quality check process
- Manage, hire, train and develop the team of 5-6 sales executives in new clusters
- Innovate and implement new strategies and processes to increase the demand and expand the business into new regions
- Based on data collected and ground reports, proliferate in new areas and increase market share and volume
- Relationship management to ensure timely payments and repetition in orders with existing and newly added partners
- Travel new cities/areas for market development based on leads, and gather information about the processes, suppliers, agents etc. and strategize on the same
- Track and distribute the consignment and coordination with central office team

Applying Procedure:

If you have any queries, or if you're interested in taking our franchise, reach out to us at hr@gobasco.com

OR,

Applying Procedure

Apply Link : <https://merojob.com/regional-sales-manager-23/>

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