



Regional Sales Manager

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

Basic Job Information

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| 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 - 200,000 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

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/>

