

Area Sales Manager

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Company: Nature Harvest

Location: Karachi Division

Category: sales-and-related

Job Description Bachelor's degree in business administration, marketing, or a related field. Nature Harvest is seeking an experienced and dynamic Area Sales Manager to join our team in Sindh. As an Area Sales Manager, you will be responsible for leading and driving sales activities in the region, managing a team of sales representatives, and achieving sales targets. If you have a proven track record of success in sales management, a deep understanding of the Sindh market, and a passion for the beverage industry, we want to hear from you!

Job Specification
Responsibilities: Develop and execute the sales strategy for the Sindh region, in line with company objectives and market trends. Lead, mentor, and motivate a team of sales representatives to achieve and exceed sales targets. Establish and maintain strong relationships with key accounts, distributors, and retailers to maximize product distribution and market share. Conduct regular market visits and customer meetings to identify new business opportunities, assess customer satisfaction, and address any concerns. Monitor competitor activities, market trends, and consumer preferences to identify potential risks and recommend appropriate actions. Collaborate with cross-functional teams, including marketing, operations, and finance, to develop and implement effective sales strategies and promotional campaigns. Provide regular sales reports, forecasts, and analysis to the senior management team. Stay updated on industry developments, emerging trends, and best practices to continuously improve sales performance and strategies.
Requirements: Bachelor's degree in business administration, marketing, or a related field. MBA is a plus. Proven experience as an Area Sales Manager or a similar role in the beverage industry, with a successful track record of achieving sales targets. Strong leadership and people management skills, with the ability to inspire and drive a high-performance sales

team. Excellent communication, negotiation, and presentation skills. In-depth knowledge of the Sindh market, including consumer behavior, distribution networks, and competitor landscape. Analytical mindset with the ability to interpret sales data and market insights to make data-driven decisions. Willingness to travel within the Sindh region. Join Nature Harvest and play a pivotal role in driving our sales efforts in the vibrant Sindh market. If you are ready to take on new challenges, make a significant impact, and contribute to our growth story, apply now as our Area Sales Manager and help us bring the natural goodness of Nature Harvest juices to the people of Sindh! Job Rewards and Benefits Communication #J-18808-Ljbfrr

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