
Territory Sales Manager

We are looking for multiple Territory Sales Managers to drive and manage our field based commercial sales units in the state of Tamil Nadu. You will be assigned a zone (covering 5-7 districts) tasked with expanding our customer base and hitting sales quotas.

To be successful in this role, you should have previous experience managing one, or a number of territories, combined with a solid understanding of Farming and Agricultural products. You have a 'results driven mindset,' and possess strong leadership skills as you'll be managing and coaching your team of up to 10 Technical Sales Specialists within your respective area(s). You have an entrepreneurial spirit and are an opportunist when a prospective sales window opens and coupled with industry knowledge plus experience, you easily 'Get the sale,' as well as establish, build and maintain relationships amongst both Farmers and Distributors.

RESPONSIBILITIES

- Promote and sell our unique, enhanced product range, in close liaison with local distributors
- Ensure the development of your zone along three principal axes:
 - **To take ownership of the zone:** showcase entrepreneurial spirit, take key responsibility for the overall regional P&L: you would essentially be running a business within a business for TIMAC AGRO India
 - **Build key relations** with distribution channels for the business, enhancing its commercial development
 - **Manage your team:** build and mentor your sales team to achieve or exceed the targets; ensure they are consistently managed and continuously developed, coached and assigned training where necessary
- Analysing competitor's activities in the region and assessing opportunities for business development

SKILLS & EXPERTISE

- Bachelor's/Master's degree with 4 years of working experience in Agriculture and related fields
- Excellent communications skills, native fluency of Tamil an absolute must
- B2B sales and planning experience, i.e. developing local relationships and creating a trusted environment with our customers to achieve joint objectives
- Team Management experience: recruitment, onboarding training, coaching, training, development and performance monitoring
- Ability to measure and analyse KPIs
- An Agricultural background with a solid understanding of local Farming practices, and a passion for the industry we operate in
- Valid Driving License
- Familiarity with Salesforce CRM software will be an added advantage

** Please note: this is a field-based role and will require regular travel within your zone. You may be required at times to visit our Head Office in Chennai for mandatory training.*

DIVISION: Sales

CONTRACT TYPE: Permanent

SALARY: Competitive Base Salary + Performance Bonus + Vehicle + Fuel

LOCATION: Various districts in Tamil Nadu

REPORTS TO: Country Head