**Job Title: Sales Manager**

**Department: Sales**

**Reporting To: Head of Sales/ Management**

**Location: Delhi NCR**

**Experience: 5+ years**

**Job Summary:**

We are seeking a dynamic and results-oriented Sales Manager to drive revenue growth and expand our market presence in the Delhi NCR region. The ideal candidate will have a proven track record of success in the cold chain logistics, cold storage, or warehousing industry, with a strong understanding of sales strategies, customer relationship management, and market analysis. The Sales Manager will be responsible for developing and executing sales plans, managing key accounts, and identifying new business opportunities to achieve sales targets and contribute to the overall success of the organization.

Responsibilities:

1. **Sales Strategy and Planning:**

* Develop and implement effective sales strategies and plans to achieve sales targets and expand market share in the Delhi NCR region.
* Conduct market research and analysis to identify customer needs, market trends, and competitive landscape.
* Establish sales objectives by forecasting and developing annual sales quotas for regions and territories and projecting expected sales volume and profit for existing and new products.

1. **Business Development:**

* Identify and pursue new business opportunities, including targeting potential clients in the food processing, pharmaceutical, and retail industries.
* Generate leads through networking, cold calling, and participation in industry events.
* Prepare and deliver compelling sales presentations and proposals to prospective clients.

1. **Client Relationship Management:**

* Build and maintain strong relationships with key clients to ensure customer satisfaction and retention.
* Act as a primary point of contact for clients, addressing their inquiries and resolving any issues in a timely and professional manner.
* Conduct regular client visits to understand their evolving needs and identify opportunities for upselling and cross-selling.

1. **Sales Operations and Reporting:**

* Manage the sales pipeline, track sales activities, and provide accurate sales forecasts.
* Prepare regular sales reports, analyzing sales performance and identifying areas for improvement.
* Collaborate with the marketing team to develop effective sales collateral and promotional campaigns.
* Ensure compliance with company policies and procedures.

1. **Team Collaboration:**

* Work closely with operations, customer service, and other internal teams to ensure seamless service delivery and customer satisfaction.
* Provide feedback and insights to the product development team to enhance our service offerings.

**Qualifications:**

* Education: Bachelor's degree in Business Administration, Marketing, or a related field. An MBA would be a plus.
* Experience: Minimum of 5 years of experience in sales within the cold chain logistics, cold storage, or warehousing industry.
* Industry Knowledge: In-depth understanding of cold chain logistics principles, temperature-controlled storage, and related industry regulations.
* Sales Skills: Proven ability to develop and execute successful sales strategies, manage client relationships, and close deals.
* Communication Skills: Excellent communication, presentation, and interpersonal skills.
* Technical Skills: Proficiency in using CRM software (e.g., Salesforce), Microsoft Office Suite, and other sales-related tools.
* Other Skills: Strong analytical, problem-solving, and negotiation skills. Ability to work independently and as part of a team.

**Key Skills:**

* Sales Management
* Business Development
* Client Relationship Management
* Market Analysis
* Cold Chain Logistics
* Warehousing
* Negotiation
* Communication

**Compensation:**

* Competitive salary commensurate with experience
* Performance-based bonus