|  |
| --- |
| **About National Cooperative Organics Limited (NCOL)** |
| Realising the potential for scaling up the organic food sector, National Cooperative Organics Limited i.e. NCOL has been set up as a multistate cooperative Society jointly promoted by National Dairy Development Board (NDDB), GCMMF (Amul), NAFED, NCDC and NCCF as promoter members. The vision of the Society is to act as an umbrella organisation to encompass all activities related to organic products produced by co-operatives leading to the realisation of ‘Sahakar se Samriddhi’. To know more about NCOL, please visit: <https://ncol.coop/>NCOL shall launch a range of staples products in the ‘Bharat Organic’ brand across the country and across the channels. |
| **JOB DESCRIPTION** |
| **Position** | Area Sales Manager - General Trade  |
| **Location** | Delhi, Bangalore |
| **No. of Positions** | 2 |
| **Major Accountabilities**  |  Achieve sales targets.* Appoint new distributors, expand retail distribution network, manage distributor /retailer relationships, ensure compliance.
* Identify market size, potential, monitor competition and provide actionable market insights.
* Develop and execute sales strategies, trade schemes, visibility campaigns, activations and promotional activities on ground.
* Ensure seamless branch operations /area sales management end to end.
* Optimize sales budget.
* Provide timely and accurate sales reports /MIS.
 |
| **Education** | Graduation in any discipline.PGDM -Marketing, PGDM(RM)/PGP(RM-X)/PGDM(ABM)/MBA is preferable. |
| **Experience** | 2+ years of relevant experience within Agri, FMCG, Telecom, General Trade.Experience with cooperatives/FPO would be an added advantage. |
| **Approx CTC (per Annum)** | Remuneration would be commensurate with qualification and experience |
| **How to apply** | **Forward updated CV at hr@ncol.coop**Last date to apply is 15-02-2025 |