

JOB DESCRIPTION

Job title	Senior Sales Manager
Reports to	Director
Department	Sales & Marketing Department
Location	Surat
Company Name	Sagar Life Sciences

Role and Responsibilities:

- Accomplishes marketing and sales objectives by planning, developing, implementing, and evaluating advertisements.
- Prepares and completes marketing action plan.
- Meets marketing and sales financial objectives by forecasting requirements and preparing annual budgets.
- Determines annual and gross-profit plans by forecasting and developing annual sales quotas for regions.
- Gaining a deep understanding of our product offerings in order to communicate our value proposition to prospects.
- Promoting the company's existing brands and introducing new products to the market.
- Ability to listen to and interpret customer requirements, build knowledge of customer challenges, and present solutions that directly apply to customer needs
- Improves product marketability and profitability by researching, identifying, and capitalizing on market opportunities.
- Staying current in the industry by attending educational opportunities, conferences, and workshops, reading publications, and maintaining personal and professional networks.
- Measure the outcomes of different messaging and contact approaches and adapt to continuously improve results
- Hold regular sales meetings & quarterly planning meetings
- Liaise with other company functions to ensure that the sales objectives are achieved.
- Develop promotional ideas and material along with the marketing team

Job knowledge, skills, and experience:

Education	Master's degree in Marketing/International Business from an accredited university
Experience	<ul style="list-style-type: none">• Minimum 8-10 Years of Experience in the Chemical industry, Drug intermediate industry
	<ul style="list-style-type: none">• Proven experience in customer relationship management. Experience in managing and directing agents• Experience in all aspects of planning and implementing a sales strategy.

Skills	<ul style="list-style-type: none">• Fluency in at least 2 foreign languages, spoken and written (desirable).• Presentation skills.• Communication skills• Team Coordination• Networking Skills
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