

Position details

Position	National Head – Corporate Sales
Location	Mumbai
Qualification	MBA
Years of experience	15+ years, preferably in the Food/ FMCG or Hospitality industry
Position reports to	CEO
No of Reportees	15+
Revenues	Rs. 50 Crore

Major challenges for this position

Generate New Leads, Convert Leads into sales, Handle existing clients and get more sales from them.

CANDIDATE PROFILE

- Excellent leadership qualities
- Clear communicator
- “Type A” person, not afraid to work hard to resolve issues
- Excellent career references and history of success
- Capable of obtaining team respect
- Record of no-nonsense, hands-on management style and delivering despite all obstacles
- Results oriented/self starter/proactive

Critical Exposure

- An excellent track record of managing a successful team of sales professionals
- Must have a firm background and experience in Sales
- Knowledge of Food/FMCG/Corporate & Retails sector.
- Excellent networking in the above mentioned sectors
- Experience in servicing Institutional customers

Job Responsibilities

- Designs, implements, and manages sales forecasting, planning, and budgeting processes. Establishes high levels of quality, accuracy, and process consistency in planning, forecasting, and budgeting approaches used by the sales organization. Ensures planning, forecasting and budgeting efforts are appropriately integrated with other planning processes employed within the firm.
- Provides leadership to the sales organization, and counsel to the Senior Vice President Sales, in implementing sales organization objectives that appropriately reflect the firm’s business goals.
- Responsible for equitably assigning sales force quotas and ensuring the firm’s financial objectives are optimally allocated to all sales channels and resources through the quota program.
- Accountable for the timely assignment of all sales organization objectives Accountable for the timely assignment of all sales organization objectives
- Responsible for the optimal deployment of sales personnel. Makes recommendations for changing sales roles, coverage models, or team configurations in order to maximize sales productivity. Leads a change management process to build organizational understanding of

proposed changes, establish support from key leadership stakeholders, and effectively implement new deployment and job models.

- Ensures sales reports and other internal intelligence is provided to the sales organization.
- Develops new reporting tools as needed. Coordinates with sales leadership and other stakeholders to lead efficient and accurate sales force reporting initiatives.
- Directs and supports the consistent implementation of company initiatives.

ACCOUNTABILITIES AND PERFORMANCE MEASURES

- Achievement of firm sales, profit, and strategic objectives. Accountable for the on-time implementation of sales organization quotas and performance objectives.
- Accountable for the thorough implementation of sales organization-impacting initiatives.
- Responsible for the efficient allocation of technology, support, and training resources impacting the sales organization.
- Accountable for accurate and on-time reporting essential for sales organization effectiveness.
- Achievement of strategic objectives defined by company management.