

**NOTICE**

**Placement – J L MORISON INDIA LTD**

The company manufactures and sells healthcare and skin care products in the UK and the **Indian** subcontinent with famous brand NIVEA under its fold.

**Job Profile** : Territory Manager/ Area Sales Manager – Traditional Trade

**Job Location** : Ahmedabad

**Salary** : CTC for Freshers will be 4-4.5 LPA

**Qualification** : MBA

**I. Business Key Result Areas:**

- Consistent Topline (Primary & Secondary) & Bottomline target achievement
- Increasing the Market Share
- Channel Development
- People Development

**II. Operations:**

**Sales Management**

- o Accurate Annual Sales Forecast, Budgeting & Achievement as per plan
- o Sales Plan Preparation, Goal Setting & Target Management – Monthwise, SKU wise, SO wise, Distributor wise Targets (Volume, Value)
- o Ensuring achievement of secondary sales targets in line with primary through daily secondary app data analysis and review with the sales team
- o Distributor Appointment & Development: As per financial strength & credibility, growth capacity, similar product range, distributor salesman etc
- o Ensuring fair & thorough implementation of the Trade Schemes & promotional activities as planned by the Marketing Team & the Sales Management
- o Sales Team Building, Development, Motivation & Management
- o Sales Reviews & Performance/ Productivity Management
- o Returns Management

**Business Intelligence & Analytics (External & Internal)**

- o External Market & Competitor Information for various decisions – Pricing, Trade Schemes, Products, Policies, etc

**Policies & SOPs Implementation:**

- o Sales Process Implementation
- o Distribution Policies & Channel/ Partner SLAs
- o Customer Credit Policies
- o Returns Management
- o All other policies implemented from time to time

**Students interested may also revert to Dr. Maulik Rathod (maulik.rathod@raiuniversity.edu)  
Placement Coordinator, Rai School of Management Studies, by November 10, 2023**

**Rajesh Nair  
Training & Placement  
Corporate Resource Cell**