

JOB DESCRIPTION

Role:		
Function:	Sales	
Reporting to:		
Team Size:		
Location:		

ABOUT US

Jubilant Agri and Consumer Products Limited (JACPL) is a part of the Jubilant Bhartia Group – a global Conglomerate with strong presence in diverse sectors like Pharmaceuticals, Life Science, Food Services, Motor Works, Oil & Gas Consulting, Consumer & Agri Products and Performance Polymers. Jubilant Agri and Consumer Products Limited (JACPL) is a unique and well diversified portfolio across Consumer Products, Agri and Performance Polymers like:

- Consumer Products: a. 2nd largest Consumer Brand in the Wood Work Adhesives with a range of Premium Adhesives under popular brands like JivanJor and Vamicol. These brands have a strong National presence through a distribution network of over 300+ distributors and 10,000+ dealers b. A significant player in Wood Finishes and Wood Preservatives category with its popular Charmwood brand. The company has also made strategic tie ups with Large Global players like Verinlegno Spa, Italy to offer a strong portfolio of Premium & Specialised Poly Urethane (PU) Paints under the brand Ultra Italia.
- Performance Polymers: a. The largest manufacturer in India and 2nd largest globally of Performance Polymers like VP Latex, supplying this key ingredient to leading Tyre manufacturers globally such as JK Tyres, SRF, Continental Tyres (USA) etc. b. 2nd largest globally and only Indian manufacturer and Supplier of Food Polymers like SPVA – a key ingredient in Chewing Gums; with supplies to leading global brands like Wrigleys, Mondelez, Perfetti Van Melle and others
- Agri Products - One of India's leading producer of Agri Products like SSP (Single Super Phosphate), Fertilizers for Crop Nutrition & Crop Growth under its flagship brand RAMBAN; and also producer of Industrial Chemical (Sulphuric Acid). The organisation has a strong Innovation Culture as its bedrock to support its ambition to deliver World Class products and services to its customers and consumers across the globe. Fully owned State of the art manufacturing facilities at Gajraula & Sahibabad in Uttar Pradesh, Kapasan in Rajasthan and Savli in Gujarat manufacture World class products which are distributed across the country and exported to over 35+ countries. With a team of 1000 + dedicated and passionate professionals, JACPL is well poised to accelerate on the journey of building exciting businesses and brands, producing best in class products and transforming itself to deliver exponential growth and stronger shareholder value. JACPL is a wholly owned subsidiary of Jubilant Industries Limited (JIL) and listed on BSE & NSE since Feb 14, 2011.

Role Summary:

Sales Excellence – is accountable for driving Sales Operations of Adhesive business and responsible for P&L for the business with effective discount Management, pricing, productive improvement of the Sales team, running schemes and promotion on Adhesive range of products with proper competition benchmarking. Responsible for Driving distribution and expanding reach for the overall adhesive business The incumbent would be deft in a start-up like environment and brings to fore, a strong challenger mind-set with proven abilities to influence peers in cross functional team and effect the business development and management orientation for the Wood Adhesive Business.

Roles and Responsibilities:

- Strong business development skills and ability to spot opportunities and turning it into business objective
- Ensuring well thought out sales planning, channel development and demand generation pipeline is in place. Also take care of various review mechanism in place to drive day to day performance.
- Build innovation and a strong product pipeline for growth
- Build and review marketing strategy that focus on customer needs and also the influencer needs
- Driving a performance driven culture in the team
- Closely work with HR team in key recruitments and retention of good talents
- Strengthening Forecast Accuracy and Inventory Management
- Ensuring 100% implementation of sales process initiatives and incentive earnings of team
- Skills Required
- Ability to drive margin by critically understating raw material price movements and trends, improving product mix and new products, monitoring cost reduction initiatives taken by R&D team

Key Performance Indicators:

- Volume, Value Growth and market share
- Margin and EBIT
- New Business Growth
- Sales Productivity
- Compliance

Educational Qualifications / Professional Experience:**Candidate Requirements:**

