**Job Title: Dairy Division (AM - Sales)**

**Main Responsibilities**

* Formulate and implement sales strategies for revenue growth.
* Build and maintain client relationships for high satisfaction.
* Conduct market research to identify opportunities and threats.
* Oversee the sales process from lead generation to closing.
* Manage and mentor the sales team, setting goals and tracking progress.
* Monitor sales budgets and control costs.
* Prepare and present sales reports and forecasts.
* Develop strategies for client acquisition and retention.
* Execute promotional campaigns to boost sales and brand visibility.

**Education Required**

Bachelors in Dairy or Food sciences or MBA sales & Marketing or equivalent.

**Experience Required**

3-5 years of experience of sales & marketing from relevant trading companies only.

**Knowledge and Skill Requirements:**

* Proven ability to drive sales and achieve revenue targets.
* Strong skills in building and maintaining client relationships.
* Ability to analyze market data and trends to inform strategic decisions.
* Effective leadership and team management skills to motivate and guide the sales team.
* Excellent verbal and written communication skills for client interactions and internal reporting.