

JD/VP/DRBIO/110/141221

## Job Description – Vice President Sales

**Designation** – Vice President Sales

**Location** – Pan India

**Experience** – 15-20 years

**Industry preferred** – Chemical, Paint, Lubricants, Cutting Tools, Packaging , Anti Corrosion , VCI

**Reporting to** – Director of the Organization **Qualifications** – Graduate / MBA

We are looking for professionals with proven record in Revenue generation through big accounts for the organization, who have driven large and diverse teams of energetic sales professional pan India.

This position is revenue generation position. S/he has self and team targets on sales

## Core Role and Responsibilities experience & Skills Required

### 1. 1) Strategy –

a) S/he would be strategizing, planning and driving sales revenue year on year. S/he will be S/he will be providing inputs on the marketing strategy to the director.

b) Budgets & Forecast- S/he will be would make sales & Marketing Budgets for effective impactful sales strategy. S/he will forecast Sales, Strategise, Create Sales plan and implement them

2) Decision Making – S/he will be sole decision maker for revenue increase in the organization

3) Opportunity – S/he will be responsible to identify sales opportunities with small and big corporate. Solve the changing needs of our clients; capitalize on the need to convert it into sale by pitching the organization's services to them. S/he will also train the team on the same

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**UNIT IV :** 99 Sec 5, Manesar, Gurgaon

**UNIT V :** Adj Ludhiana Airport, Sahnewal, Ludhiana

**UNIT VI :** #797, Thiruvullaur High Road, Andersanpet, Poonamalle  
Taulk, Nemam, Chennai

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#### 4) Business Growth –

- a) Would be responsible for developing and growing the business in existing and new markets, pan India, himself and through teams
- b) S/he would be responsible for product positioning, informing and meeting the prospects, such as to capture the markets amongst the competitors. S/he will apply competitive intelligence in the Indian market, to expand market share

#### 5) Team–

- a) S/he has will build, train, inspire and lead the team of sales employees, pan India b) S/he will drive and measure performance both at the macro and micro level

#### 6) Customer Relationship & Retention

- a) S/he will be building client relationship and increase the customer base, specially for the big accounts.
- b) S/he will also be responsible for big accounts customer retention and training, guiding the team on customer retention.

#### 7) Sales – Process –

- a) S/he will develop the sales team in cross selling from the basket of services provided by the organization.
- b) S/he will also up-selling from the existing customers.

6. 8) This is a target driven position. S/he will have targets on revenue earned through the client for self sales and also on team sales.

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## Competencies for a Vice president Sales

- Decision Making
- Analytical Skills & Planning
- Team Leading – Inspiring, Fair, transparent and motivating.
  
- Process Driven
- Positive & Growth Mindset
- Competitive
- Agility & Awareness
- Negotiation Skills
- Resilience
- Can create a compelling Reason
- Passionate
  
- Self Driven
- Listener with a good emotional Quotient ➤ Delegation
- Customer Centricity

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