



SYMBIOSIS CENTRE FOR DISTANCE LEARNING (SCDL)
Symbiosis Bhavan, 1065,
Gokhale Cross Road, Model Colony, Pune – 16.
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| <p>Brief about the Company</p> | <p>Our journey began in 1984, it was a small step that started a lifetime of action, innovation and trust.</p> <p>Midas Hygiene Industries took form in 1984, with the inception of Midas Marketing House, as a proprietary firm.</p> <p>We became a Pvt. Ltd. company in 1996, under the leadership of Mr. Swadesh Kapoorji.</p> <p>Today, 37 years later, we stand as one of India's leading home and personal care manufacturers of household products for home and personal care.</p> |
| <p>Current Opening (Designation)</p> | <p>Manager Area Sales</p> |
| <p>Profile of the Candidates</p> | <p>Core Responsibilities: -</p> <ol style="list-style-type: none"> 1. Developing sales strategies and plans to achieve sales and profit goals by leading, developing, and motivating sales associates 2. Providing ongoing training, motivation, and development of sales associates to ensure that sales and profits are effectively managed and maintained 3. Meeting or exceeding targeted sales quotas and productivity standards 4. Providing consistent and motivated leadership and direction to all staff and team members 5. Ensuring compliance with all company, state, and federal laws and regulations 6. Ensuring that sales staff is appropriately trained and competent to perform their job duties 7. Providing exceptional customer service to all customers on a daily basis 8. Developing and implementing sales and marketing plans to drive sales and profit 9. Collecting customer feedback and market research <p>Implementing a Sales Process</p> <ul style="list-style-type: none"> • Manage an accurate process for primary and secondary sales • Schedule and track Bizom Update • Managing and ensuring the accuracy of product-wise sales • Establishing and managing stockiest and distributor relationship • Managing the flow of resources and goods throughout a business association <p>Sales Enablement</p> <ul style="list-style-type: none"> • Collecting customer feedback and provide updates to senior management. • Traveling to potential and existing customers within an assigned sales area to present company offerings and build brand awareness. • Utilizing outbound telephone calls, email communications, and face-to-face meetings with customers to close sales. • Developing and sustaining long-term relationships with customers. <p>Team Coordination and Management:</p> <ul style="list-style-type: none"> • Managing, training, and providing overall guidance to the sales team of an assigned territory. • Setting reasonable sales targets to be achieved by the sales team. • Monitoring the performance of the sales team and motivating |

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| | <p>members to meet or exceed sales targets.</p> <p>Sales Reporting</p> <ul style="list-style-type: none"> • Developing procedures and systems for scheduling and tracking people's performance • Liaison with customers, suppliers, and employees |
| Locations | Bihar, Delhi, Punjab, Jharkhand, |
| Number of Candidates | 01 in each location |
| CTC / Pay Package (yearly) | 4-5lakhs per annum |
| Date of Joining | 1 st Nov 2022 |
| Selection Process & Criteria | HR round Management Round |

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With Warm Regards,
Rupsi
Placement Team
SCDL