

## **Assistant Manager - Sales and Marketing**

**Location:** Mahuva, Bhavnagar, Gujarat, India

**Background:** Nedspice is looking for a assistant manager – sales and marketing for its new dehydration factory based at Mahuva, Bhavnagar, Gujarat, India.

**Role:** End-to-end coordination with Nedspice Group offices, domestic sales and marketing, handle customer complaints and grow the domestic markets sales.

**Experience required:** Minimum 4 years and above, preference is given to candidates who have experience in the onion dehydration industry.

**Education:** Graduation/Post Graduation specialized in sales and marketing.

### **Objective & result areas:**

- Develop and manage relationship with clients
- Liaise with Nedspice offices
- Coordinate for entire sales order lifecycle, starting from order received till order dispatch/delivery
- Monitor customer preferences to determine focus of sales efforts
- Direct, coordinate, and review activities in sales and service accounting and recordkeeping, and in receiving and shipping operations
- Confer or consult to plan advertising services and to secure information on customer specifications
- Advise dealers and customers on policies and operating procedures to ensure functional effectiveness of business
- Conduct regular market study to grow the business
- Develop daily / weekly / monthly sale schedules / planning in liaison with all customers for respective business need and requisition.
- Prepare monthly selling plans including materials requirements; coordinate execution of daily/ weekly operation schedules.
- Prepare yearly budgets and sales targets

**Skills & competencies:** Well-versed in certifications and audits. Knowledge of SAP, MIS and excel is important.

### **Sounds like you?**

Please send your CV/resumé and a short motivation to [careers@nedspice.com](mailto:careers@nedspice.com).

