

Sales Manager - West & South

About Albea & the Product line that is recruiting

Albéa is a global leader in beauty, personal care, oral care, pharmaceutical and food packaging. Our site, Albéa Goa integrates manufacturing capacities for Laminate Tubes for Oral Care, Cosmetics and Pharmaceutical Markets & for injection moulded components for Tube Laminate Packaging.

Scope

Regional Sales Director - South Asia Cluster

Main activities

Propose a strategy to achieve growth and profitability objectives on the client portfolio and translate this strategy into an action plan

- Aggressively develop business with existing customers or prospects, develop an action plan to approach them
- Build and maintain a relationship with existing customers and prospects
- Lead negotiations and then liaise with internal services (Commercial support, plant, customer service, development)
- Manage crisis situations with the customer, ensure an appropriate communication is in place, and ensure an action plan is in place.

Accountability including KPIs

Guarantee the achievement of the business plan for the portfolio and prospects,

- Guarantee new sales revenues with right level of profitability
- Guarantee the effective management of the cash with the Customer,
- Guarantees the improvement of the reputation of the company in the eyes of the customers by an effective communication,
- Appropriate offers to implicit and explicit needs;
- Guarantees an appropriate communication and negotiation in case of crises management.

Forecasting - Accurate market plans for timely procurement of process input materials - Maintain sales volume, product mix and selling price by keeping current with supply and demand, changing trends, economic indicators and competitors

Market Intelligence using market feedback and personal network for generating leads. Systematic market / competitor analysis for timely responses and business strategies.

Profile (Experience & qualifications)

Experience and education

- Bachelor's Degree and above .
- Around 8-12 years of sales experience in a manufacturing environment with multiple customers and multiple supplying plants. Ideally in Packaging industry.

Knowledge/Technical Skills required

- Personal Effectiveness and Project Coordination – manages himself in an autonomous way, drives for results by developing teamwork and cooperation, creating effective collaboration across functions and establishing and maintaining good communication
- Pro-activity, strong level of engagement

Leadership skills

- Create Value for All - Has a sense of service towards internal & external customers.
- Win as One Team - Breaks silos. Actively supports and contributes to the success of other departments
- Achieve Goals - Honors commitments. Finishes what s/he has started. Ensures customer satisfaction.

FUNCTION

Sales - Marketing

LOCATION

Goa

APPLICATION EMAIL ADDRESS

jobs.india@albea-group.com

TYPE OF CONTRACT

Permanent

DESCRIPTION

Responsible for Business Growth and Profitability for Sales with customer clusters in West and South.