

Sales Manager (Key Accounts)

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

The Position Reports to the Sales Director , AMEI

Main activities

Manage the needs of the customers in order to meet the objectives of the Company's business plans and strategies.

- Develops and/or maintain and improve business relations with all of the customers in the region.
- Provide an annual sales plan and quarterly updates, revisions and modifications to the plan.
- Coordinate the specific objectives of the sales plan with all groups of the Company and, most specifically, with Supply Chain, Manufacturing (Industrial) and Finance, ensuring that communication and flow of information is consistent.
- Establish both quantitative and qualitative performance goals for all assigned sales and business development personnel, and monitor performance on a continual basis. Assess and upgrade talent, as warranted.
- Seek out and target new customers and new sales opportunities on the region, initiate action plans to approach and secure new business.

Accountability including KPIs

- Guarantees to maintain and grow the business, reach sales performance target on both volume and profitability
- Guarantee a good sales service, continuously improve customer satisfaction.
- Guarantee that Albea key performance factors, such as profit, working capital, overdue, etc. are maintained and improved.
- Closely follow-up project activities and pro-actively identify cost deviation.
- Maintain a good customer relationship.

Profile (Experience & qualifications)

Experience and education

- Bachelor's Degree or above
- 10 years experience in Sales
- Packaging experience, or fast consumer goods experience is preferred

Knowledge/Technical Skills required

- Proficient in Microsoft Excel, Word and Powerpoint, experience with MS Project is a plus.
- Fluent in both written and oral English
- Strong project management skills.

Leadership skills

- Win as One Team -Breaks silos. Actively supports and contributes to the success of other departments
- Engage & Act - Manages priorities, Acts at the right time and decisively. Engage & Act - Empowers and motivates others to operate
- Achieve Goals – Executes the strategy and operating agenda. Delivers excellent and sustainable results on time

FUNCTION

Sales - Marketing

LOCATION

Goa

APPLICATION EMAIL ADDRESS

jobs.india@albea-group.com

TYPE OF CONTRACT

Permanent

DESCRIPTION

Sales Manager (Key Accounts) based at Mumbai . A Proven Track record of driving Growth and Sales excellence in packaging space. The role demands a leader who has a sharp mind and an ability to coach, advise and motivate. Experience of 10 plus years.