

Requirement:

Position : State head

Experience : 8 to 12 years

Background : farm machinery's(Power Tiller, Weeder, Brush Cutter, Reaper)

Job Description:

We are seeking a dynamic and experienced Sales State Head to join our team. The Sales State Head will be responsible for overseeing all sales activities within their designated state, ensuring the achievement of sales targets, and driving business growth. The ideal candidate will have a proven track record in sales management, excellent leadership skills, and a deep understanding of the sales process.

Responsibilities:

- Develop and implement strategic sales plans to achieve sales targets and expand the customer base within the state.
- Lead, motivate, and manage a team of sales professionals to maximize their potential and performance.
- Establish sales objectives by forecasting and developing annual sales quotas for regions and territories.
- Identify and capitalize on market opportunities, staying abreast of industry trends, competitor activities, and market developments.
- Build and maintain strong relationships with key clients, distributors, and partners to drive sales growth and customer satisfaction.
- Provide ongoing training, coaching, and mentoring to the sales team to enhance their skills and productivity.
- Monitor sales performance metrics, analyze data, and prepare regular reports to evaluate sales effectiveness and identify areas for improvement.
- Collaborate with other departments such as marketing, product management, and operations to align sales strategies with overall business objectives.
- Ensure compliance with company policies, procedures, and regulatory requirements.

Requirements:

- Bachelor's degree in business administration, Marketing, or related field;
MBA preferred.
- Proven experience in sales management, with a minimum of 9 years in a leadership role.
- Strong track record of achieving and exceeding sales targets in a competitive market environment.
- Excellent leadership, communication, and interpersonal skills.

- Ability to motivate and inspire a sales team to deliver results.
- Strategic thinker with the ability to develop and execute effective sales strategies.
- Deep understanding of sales techniques, customer relationship management, and negotiation principles.
- Analytical mindset with the ability to interpret sales data and generate actionable insights.
- Proficiency in CRM software and Microsoft Office suite.
- Willingness to travel within the state and occasionally nationally as required.