

**Deputy Manager /Assistant Manager-Agribusiness
(For GSFC Agrotech Limited)****Requirement**

Education Qualification	Essential: Full-time Graduation with MBA/PGDM (or any equivalent 2 years full-time management course) from recognized University. Preferable: MBA/PGDM in Agri-business Management
Experience	Minimum 3 years relevant post qualification experience in marketing of fertilizers and chemicals
Age	Not more than 32 years as on 09/08/2017.
Age and experience may be relaxed for exceptionally good candidates	

I. Overall Objective

Drive the fertilizer sales and distribution within assigned territory in order to meet the monthly target and maintain monthly records.

II. Roles & Responsibilities**a) Sales & Distribution**

- Monitor sales performance of territories for sales team as well as channel members of the area;
- Obtain product requirements from the dealers/distributors and raise indents accordingly;
- Coordinate with H&T contractors and supervise for physical delivery of materials, distribution, standardization of damaged material and necessary documentation;
- Coordinate with retailers and ensure that entries are made in MFMS module for receipt of finished products in order to claim subsidy;
- Manage company owned retail outlet / dealer network to ensure targeted sales of fertilizers and agro-products;
- Follow-up with dealers for receipt of timely payments of the sales proceeds in the area;
- Planning, forecasting and execution of agri-inputs sales in assigned territory.

b) Customer Relationship Management

- Identify core customers & maintain liaison;
- Liaison and maintain good working relationship with Railway Authorities, Warehousing Managers, Dealers/distributors, H&T Contractor, Seed Certification agencies, Agri. Universities, quality control Inspectors, local Bank, Government Agencies and Opinion leaders etc.

c) Inventory Management

- Check the net stock availability for sales on a daily basis and ensure that the inventory does not fall below the threshold level.

d) Compliance

- Collect and send samples drawn by Fertilizer Inspectors from retail outlets for quality analysis to Central Laboratory;
- Maintain retail outlets / warehouses as per guidelines specified in Shop and Establishment Act, FCO, etc.

e) Documentation / MIS & Market Intelligence

- Prepare retail invoice, indents and dispatch papers in SAP as part of the routine sales and distribution process;
- Maintain cash, bank and imprest ledger for proper accounting and reporting;
- Generate Stock Accounting MIS in SAP;
- Collect market data to know competitors' positioning in the market.

f) Sales Promotion Activities

- Recommend suitable sales promotion activities to address identified needs of the customers;
- Prepare month-wise schedule of sales promotion and publicity programmes and forward to concerned office;
- Organize and conduct assesses programs eg. Farm demonstrations, night meetings, agri-fairs etc. and ensure effectiveness;
- Promote subscription of Krishi Jeevan Monthly magazine and soil and water sample collection;
- Prepare month-wise progress report of sales promotion and publicity programmes.

g) Improvement and Innovation

- Keep updated about new developments in own area of work;
- Display willingness to adopt to new corporate initiatives;
- Recommend changes to improve process efficiency.

III. Key Performance Indicators

- Percentage Achievement of monthly collection target for the territory assigned;
- No. of instances where the subsidy claim process has been delayed due to non-receipt of documents / improper entry in Mobile Fertilizer Management System (MFMS);
- No. of complaints / grievances received from core customers;
- No. of customers visited in a month (against target);
- Percentage delivery as per dispatch plan at location;
- Number of implementable suggestions recommended.

IV. Required Skills

- Market research;
- Financial acumen;
- Negotiation;
- Problem-solving;
- Strong analytical and research;
- Cost consciousness;
- Teamwork;
- Excellent written and oral communication;
- Creativity;
- Excellent customer service;
- Knowledge of relevant SAP modules.

V. Location

Anywhere across India

VI. Working Environment

The role may require extensive travelling.

VII. Remuneration

Shall commensurate with skills, experience and market trends.

VIII. Additional Information

For further details regarding GSFC Agrotech Limited (GATL), kindly log on to <http://www.gsfcagrotech.com>