

DY. MANAGER MARKETING (AGRI BUSINESS)	
Age Criteria	Not more than 32 years as on the date of advertisement
Qualification	Full-time BSc (Agriculture) + Full-time MBA (Marketing) or MBA (Agri Business Management) from a reputed institute - Minimum 65% aggregate in final declared result All courses must be full-time from recognized university.
Experience	Minimum 5 years of relevant experience post graduating i.e. post MBA - in Agribusiness (Preferably in Fertilizer Company or Phosphatic Fertilizer Company)
Purpose	Drive the fertilizer sales and distribution within assigned territory in order to meet the monthly target and maintain monthly records.
Key Performance Areas	<ul style="list-style-type: none"> • Marketing and sales of GSFC Fertilizers & Imported Fertilizers in their region / state as per target given. • Marketing of Pesticides, Seeds, , Bio-fertilizers, TCB, and other Agro products etc. in their region / state as per the instruction & co-ordinate with Unit head concerned. • Administration of all the offices and warehouses / GSFC retail outlets being operated in region / state. • To assess and review the demand of products and arrange for stock by placing indents at HO in SAP. He has to guide to personnel working under jurisdiction for increasing the sales of Fertilizers and Agro products in the region. • Managing logistic functions for region / state and initiate actions for appointment of H&T Contractors and / or C & F Agents as per the approved procedure. • To evaluate the performance of Distribution Network / H&T Contractors / C & F Agents working in region / state at appropriate time and report to concerned Unit head. • To manage all the sales as per the prevailing rules and regulations of Taxes, State Govt. Statutes etc. • To manage for collection of payments as per approved marketing policy and in case of default of payment, he will initiate action for taking legal action and report to concerned unit / head. • Evaluation of manpower and forward observations to concerned Unit head. • To implement the product promotional plans as per the guidelines given concerned Unit head. • To scrutinize the bills received from H&T Contractors and Storage agencies and discharge payment to concerned party. • To scrutinize the imprest / TA-HA bills received from officers / staff members working in the region and release payment accordingly.

	<ul style="list-style-type: none"> • To maintain good house keeping as per defined norms • To motivate & guide personnel for effective follow-up of routine activities and reporting at the offices under their jurisdiction. • To solve the problems related to sales and other official matter of customer and Govt. / inst. agencies. • To maintain data and records pertaining to their region. • To guide personnel working under his jurisdiction for proper and timely internal/ external Communications. • Have to ensure effective implementation of mFMS, SAP, ESS & PMS Module in the region and to forward / approve as per the norms.
Skills	<ul style="list-style-type: none"> • Excellent communication skills and networking; • Influencing and negotiation skills • Problem solving skills • Interpersonal skills • Strong analytical and critical thinking abilities; • Adaptability; • Good teamwork skills; • Innovative ideas • Market Research • Financial acumen • Knowledge of relevant SAP modules • Excellent customer service
Job Location	Current location is Vadodara Unit, however recruit may be placed at any other department/unit/depot of the company.
Work Conditions	<ul style="list-style-type: none"> • Standard – Office set-up. • The role may require extensive travelling • May involve working during night.
Remuneration	Shall commensurate with skills, experience and market trends.

Note:

- 1. The key Performance Areas (KPA) listed above are an illustrative list and not an exhaustive list. Additional KPAs may be added from time to time depending on organisational requirements.***
- 2. Terms and Conditions of appointment may vary in any manner with any other employees of the Company as per discretion of the Company.***