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Dabur Careers – Job Seeker – Job Change For Director of Sales Post

Hiring organization
Dabur

Job Location

India
Remote work from: IND

Date posted
February 27, 2024

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Valid through
31.08.2024

Base Salary

USD 13 - USD 27

APPLY NOW

Qualifications

10th/12th Passed

Employment Type

Full-time

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Description

Dabur Careers

As Director of Sales, you will play a pivotal role in shaping Dabur's future success. Leading a dedicated team, you will be responsible for developing and executing strategic sales plans that achieve ambitious revenue targets, expand market share, and build strong relationships with key distributors and retailers. This is an opportunity to make a real impact on a legacy brand with a rich heritage and a commitment to innovation.

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Dabur Careers

Responsibilities:

- Develop and implement comprehensive sales strategies aligned with Dabur's overall business objectives.
- Lead and motivate a high-performing sales team, fostering a culture of collaboration, accountability, and continuous improvement.
- Drive revenue growth across assigned territories, exceeding sales targets and achieving profitability goals.
- Build and maintain strong relationships with key distributors and retailers, negotiating favorable terms and ensuring optimal product placement.
- Stay abreast of market trends, competitor analysis, and consumer insights to identify new opportunities for growth.
- Analyze sales data, identify performance gaps, and implement corrective measures to optimize results.

- Contribute to the development and launch of new product initiatives, ensuring successful market penetration.

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Skills & Qualifications:

- 10+ years of experience in FMCG sales leadership, ideally within the health and wellness sector.
- Proven track record of exceeding sales targets and achieving consistent growth.
- Strong understanding of sales and marketing principles, including channel management, pricing strategies, and promotional activities.
- Excellent communication, interpersonal, and negotiation skills.
- Ability to lead and inspire a team, fostering a collaborative and results-oriented environment.
- Data-driven approach with the ability to analyze complex information and make strategic decisions.
- Strong analytical and problem-solving skills.

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