



<https://jobroll.govhelp.in/job/dabur-job-seeker-dabur-vacancy-job-alert-fresher-jobs-for-chief-sales-officer-post/>

## Dabur Job Seeker – Dabur Vacancy Job Alert – Fresher Jobs For Chief Sales Officer Post

**Hiring organization**  
Dabur

### Job Location

India  
Remote work from: IND

**Date posted**  
March 16, 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 Recruitment 2024

We are searching for a dynamic and results-oriented Chief Sales Officer to lead our national sales force. You will be responsible for developing and executing strategic sales plans that drive revenue growth, market share expansion, and brand recognition for Dabur's extensive product portfolio. You will oversee all aspects of the sales function, including channel management, sales team development, and customer relationship management.

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### Dabur Careers

#### Responsibilities:

- Develop and implement a comprehensive sales strategy aligned with Dabur's overall business objectives.
- Lead and motivate a high-performing sales team to achieve revenue targets and market share expansion.
- Oversee all aspects of the sales cycle, from lead generation to order fulfillment.
- Build and maintain strong relationships with distributors, retailers, and other key channel partners.
- Develop and implement effective sales training programs to empower the sales team.
- Analyze sales data and market trends to identify growth opportunities and develop actionable strategies.

- Oversee marketing and sales budgets and ensure efficient resource allocation.
- Manage and develop sales territories and distribution networks.
- Foster a culture of collaboration and innovation within the sales team.
- Stay abreast of industry trends and best practices in FMCG sales.

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#### **Dabur Jobs Near Me**

#### **Skills:**

- Minimum 15 years of experience in FMCG sales and marketing, with at least 8 years in a senior leadership role.
- Proven track record of achieving significant sales growth and market share expansion.
- Strong understanding of the Indian FMCG market and its dynamics.
- Excellent leadership and team management skills.
- Exceptional communication, interpersonal, and negotiation skills.
- Strategic thinking and problem-solving abilities.
- Data-driven decision making with a focus on analytics and insights.
- Ability to build and maintain strong relationships with key stakeholders.
- Experience in developing and implementing sales training programs.
- Proficiency in Microsoft Office Suite and CRM software.

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**Important Links**

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