|  |
| --- |
| **Job Purpose:**   * *Summarizes the main points of the job description which may include key responsibilities, functions, and duties* * *Job Purpose is the prime objective for which the Job holder is responsible for. It is directly controlled by the Job holder* * *Should contain 1 - 3 key points* |
| * Achieve sales of budgeted Manufactured and Bulk traded fertilisers * Achieve sales of budgeted target for Speciality and Natural fertilisers * Average debtors number of days not to exceed 30 days * Achieve 100% Bensulf sales against target for the given geographical territory |

|  |  |
| --- | --- |
| **Key Accountabilities & Outcomes** | |
| ***Key Accountability***   * *Main areas of accountability / key goals of the Job.* * *Should contain five to Seven Key Accountabilities.* * *Can be derived through Balanced Score Card Perspectives (Financial, Customer, Internal Process & Learning and Growth)* | ***Major Activities/ Tasks***   * *The tasks under Key Responsibility that the Job holder is supposed to perform to achieve the business goals* |
| Business Development | * Execute Dealer wise, product wise, month wise sales plans * Market development activities |
| Dealer Management | * Submit Proposal for appointment of dealers * Monitor & manage overdues * Ensure that issues raised by the dealers are addressed in a timely manner |

|  |  |
| --- | --- |
| **Work Relations ( Internal and External)** | |
| ***Internal Relations***   * *Main interface of the Job Holder(Working relationships with Key stakeholders/ internal customers* * *Other Job Holders that the Job holder have may to liaise, report or coordinate with* | ***External Relations***   * *Main interface of the Job Holder(Working relationships with Key stakeholders/ external customers* |
| * Area Manager * Zonal Manager * Permeant Sales Promotors * Other functional areas | * Farmers * Dealers * Sub dealers * Government authorities |

|  |  |
| --- | --- |
| **Key Dimensions** | |
| ***Financial Dimensions***   * *List the significant numerical data which will reflect the scope and scale of activities concerning this job such as budget, cost, revenue etc.* | ***People Dimensions***   * *Mention the team size ( direct reportees only) the Job Holder would have to manage for the scope of activities concerning to this role* |
| * As per annual budget | * Team Size – Handle team of sales promoters * Geographical Spread– Assigned area & nearby areas * Political & other complexities – Has to liaise / handle government authorities regarding availability of fertilisers and deal with farmers for handling customer complaints, if any |

|  |
| --- |
| **ACHIEVEMENT PROFILE**   * *What are the capabilities required by the Job Holder at this position* * *Specify Knowledge ( technical expertise), experience, skills, behavioural competencies, personality required* * *It depicts candidate profile for making hiring decision and helps incumbent profile for competency mapping* |

|  |
| --- |
| **Education Qualifications / Background**   * *State minimum qualification required by the Job Holder to work effectively on this position* |
| * B.Sc. / M.Sc. Agriculture/Horticulture/Agronomy/ Microbiology & MBA in Marketing preferred |
| **Relevant and Total Years of Experience**   * *Mention years of experience required for the job* * *Elaborate more of the relevance / type of the job experience required by the role* |
| * Minimum experience of 1 - 4 years in sales / marketing of Agri inputs, preferably fertilisers / speciality fertilisers |
| **Technical/Functional Expertise**   * *Stare minimum proficiency required on specific technical or functional skills required for the Job Role* |
| * Knowledge of products, rural markets, agriculture and farmers * Selling skills * Commercial acumen * Risk assessing capability * Credit management skills * Analytical skills for cost minimization * Knowledge of statutory regulations |
| **Behavioural Competencies *(List only 3- 5 specific behavioural competencies)***   * *State behavioural competencies required to function effectively at this position* |
| * Customer Service Orientation * Result Orientation * Quick decision making capability * Leadership skills * Sincerity, honesty & integrity * Presentation & communications skills |
| **Personality *(List only 3- 5 specific personality characteristics)***   * *Write personal characteristics/ personality type that is suitable to work at this job level.* |
| * Believe in Team Work. * Adaptable to changing circumstances. * Organised |