

Job Title	Reports To
Assistant Sales Manager – B2B (Water Soluble Fertilizer)	Founder Chairman
Job Role	
<ul style="list-style-type: none"> • Keeping track of competitor moves and global market trends and preparing market intelligence data for effective decision making. • Sales & distribution of WSF primarily – 19:19:19, MAP, MKP, SOP, Potassium Nitrate, Calcium Nitrate, Sulphur Bentonite • New customer acquisition within the assigned territory • Networking activities and representation at Key local industry events • Drive strongly to achieve business delivery in terms of budget/targets. • Relationship building with vendors and customers via regular meetings and interactions. • Ensuring adherence to statutory compliances and company SOPs • Facilitate in expansion of the buyer base through Strategic selling, risk and reliability assessment. • Managing local fertilizer trading operations right from enquiry generation to payment collection. • Ensuring a high level of customer satisfaction by timely redressal of customer grievances through regular interactions and grievance handling with respect to cargo deliveries, accounts settlement etc. • Overseeing preparation of daily, weekly and monthly MIS reports with respect to fertilizer price movements and market trends and analyzing the same. <p>Coordinate with local team in handling local logistics and port operations and warehousing.</p>	
Qualification & Other Requirement	
<ul style="list-style-type: none"> ➤ BSc. Agriculture or MBA in Agriculture required. ➤ Experience into Fertilizer industry with 2-5 yrs. (WSF- Sales) ➤ Age not more than 38 years ➤ Individual with excellent connection with manufactures/ traders and ability to grow the business. ➤ Knowledge of local Indian fertilizer industry. ➤ Good communication skills - written and verbal. ➤ Good analytical skills and ability to interpret market intelligence data for effective decision making. ➤ Ability to liaise effectively with external agencies and good networking skills. ➤ Proven experience in fertilizer sales/ trading. ➤ High customer connections (ability to work with large counterparties and generate repeat business). ➤ Operational knowledge - Trade Support/logistics/port operations/Fertilizer Sales and Distribution in Indian market. ➤ Must be willing & prepared for travel across assigned territory. ➤ Strong industry networks and proven strong sales track record. 	