

## **AREA SALES MANAGER**

We are looking for a skilled and experienced Area Sales Manager to join our team as the Area Sales Manager, you will be responsible for overseeing the sales activities in the designated area, focusing on petroleum products. This is a mid-level position with 4 to 6 years of experience required. **The job location is Raipur in Chhattisgarh, Ranchi in Jharkhand, Guwahati in Assam, Chennai in Tamil Nadu, Jammu in J&K, Ahmedabad in Gujarat.**

### **Qualifications and Skills**

- Proven experience as an Area Sales Manager or similar role in the oil and gas industry
- Strong sales management and operations skills, with a track record of achieving sales targets.
- In-depth knowledge of the oil & gas market and industry trends
- Excellent leadership and team management abilities
- Effective communication and negotiation skills
- Ability to build and maintain strong relationships with clients and channel partners.
- Detail-oriented with strong analytical and problem-solving skills.
- Bachelor's degree in business administration, Sales, or a related field

### **Roles and Responsibilities**

- Develop and implement sales strategies to achieve targets and increase market .
- Manage a team of sales representatives and provide guidance, coaching, and support to drive performance.
- Build and maintain strong relationships with key clients and channel partners in the designated area.
- Conduct market research and analysis to identify new business opportunities and market trends.
- Monitor and evaluate competitor activities and propose counterstrategies to stay ahead in the market.
- Prepare sales forecasts, budgets, and reports to track and analyze sales performance.

### **Contact Details**

Email: [poojahr@irapl.com](mailto:poojahr@irapl.com)

Contact number:9008287967.