

JOB OFFER

Sr. GM – Sales (Strategic Projects)



Job Offer: Sr. GM – Sales (Strategic Projects)

Key Result Areas include:

- Achieving Business Objectives (Big Projects) – Order Intake / Market share / Contribution / Debtors
- Deepening Customer relationships – focus on specific segments: FMCG, F&B
- Market Intelligence, Brand Building, Promotion / Event
- Being the Focal Point for Transfer of Technology from KLS to GCLA
Develop team to deliver high performing Intralogistics Solutions.

1.1 Main Tasks

The incumbent would be responsible for the following:

- Achieve Business Objectives (Big Projects) – Order Intake / Market share / Contribution / Debtors**
- Develops and implements strategic marketing and sales plans to achieve business objectives for SI projects in target segments - top line / contribution
- Win adequate business from target segments to ensure achievement of target market share as per Business Plan,
- Maintain Contribution margin as set for the business
- Ensure even inflow of business to keep have equitable load on Operation team.
- Develops and manages sales operating budgets.
- Achieve control on Debtors as per agreed plan.
- Deepening Customer Relationships – focus on specific segments: FMCG, F&B**
- Retain and develop strong relationships within clients, industry influencers and key strategic partners; delivering strategic insight and industry best practices to help them achieve their objectives.
- Develop appropriate solutions in collaboration with strategic OEM partners and In- house Engineering team.
- Regularly meet with clients and where necessary, assist in the resolution of any major issues with these clients - ensuring 100% client retention.
- Implement any retention objectives, policies and initiatives within the context of the overall organization objectives.
- Market Intelligence, Brand Building, Promotion / Event**
- Actively seek, capture and communicate market intelligence (competition products, partnerships, sales and marketing tactics, new developments, etc) back to the business and suggest strategic plans to maximize potential growth.
- Drive initiatives with the solution development team that contribute to long-term operational excellence and increase Brand value.
- Drives marketing activities to demonstrate and build “Technological Leadership” image of company.
- Being the Focal Point for Transfer of Technology from KLS to GCLA**
- Transfer of technology from German team to India team in areas of Intralogistics solutions, Automation PLC programming & WMS / WCS Software
- Manages seamless communication with Central Design Team on customer expectation and requirements to minimize solution development time ad efforts.
- Leads and develops a high-performance culture in team**
- Holds team members accountable with clear objectives, KPI’s, policies and procedures.
- Drives high performance in the team through managing and coaching the team and providing quality feedback.

- w) Recruits and selects high performers, develops talent and then recognizes and rewards performance.
- x) Facilitates regular team meetings to discuss issues, share knowledge, share achievements, provide training and direction.
- y) Identifies training and development needs and provides the resources needed to develop team members.

2 Requirements

The person should have following competencies

- Result oriented
- Analytical abilities
- Networking abilities
- Excellent negotiation and communication skills

2.1 Education

Essential: Degree in Engineering (Mechanical / Electrical / Instrumentation/ Mechatronics)

Preferred: Degree in Engineering with additional qualification of MBA (Marketing)

2.2 Experience

Essential: Approx 15 years of work experience (at least 10+ years in Sales & Marketing)

Preferred: Out of the total work experience of 15 years at least **3 to 5 years of work experience in Logistics, Storage, Material Handling, Automated Products in Leadership roles**. Cross functional experience in other functions like Manufacturing, Customer Service, Design will be an added advantage.

2.3 Skills

- Industry & Market Awareness
- Strategic Thinking
- Analysis and Decision Making
- Influencing and Negotiating
- Financial Acumen Managing Finances
- Leading Change
- Develops and fosters diverse team
- Innovation

Preferred Skills:

- Knowledge of Storage / Automation / Logistics Industry
- Exposure to Mechanical / Electronics & Mechatronics Engineering

Send your application to hr@godrejconsoveyo.com, with the reference “Sr. GM – Sales (Strategic Projects)” in the subject.