



MANAGER - SALES

Location: Mumbai or Pune

Company Profile: The company provides merchandising solutions using design and manufacturing expertise to enhance point of sales for different stores in the luxury sector.

Responsibility:

- You will have to work very closely with the project managers and the factory to ensure smoothness in your business deliverables.
- You should be able to maintain a correct mix of sales of Product & Services.
- You must explore new business opportunities.
- You need to be abreast with the correct Market information, new product launches, new entrants, etc.
- You must possess a good sense of Market intelligence.
- You must also have an appropriate amount of commercial / negotiation skills to ensure optimization of margins/revenue.
- You will have to build confidence with the existing customers and ensure to retain and grow the business with them.
- Gradually, you will have to build a team to ensure appropriate client servicing and management.
- You will have to ensure justified ratio between business to team size.

Required Profile:

- We are looking for a meticulous, organized, engaged and well connected individual who has a deep experience in Sales & Business Development.
- You must be a leader and have the ability to perform independently.
- You must have had an experience in marketing, sales and branding for the Premium & Luxury markets.
- Experience in the Shop fitting industry, sales of Shop fitting, Store Furniture, Point-Of-Sale will be a plus.
- However, if sales is your key strength, then we could look at parallel industries as well. Primary preference being the Indian market with a potential expansion to the Indian Subcontinent.
- It would be imperative to imbibe the company's group culture and values & frame the correct SOPs for the entire gamut of Sales, Business Development, Servicing, Retention of clients, etc.

Mumbai Office:
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62 Homji Street, Fort,
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IFCCI
CCI FRANCE-INDE
INDO-FRENCH CHAMBER OF COMMERCE



- **Education:** Master's or MBA in Marketing or Luxury Brand Management.
- **Experience:** 3-5 years in Marketing or Brand Development.
- **Language:**
 - Good oral and written communication skills in the English language.
 - Knowledge of French is a plus.

Please send your CV to employment.service@ifcci.org.in

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