

Min. 03 - 05 year(s) of Experience
Jaipur, Rajasthan

POSITION OVERVIEW - Sales and Marketing Manager / Sales Coordinator / Domestic Sales Executive

We are looking for an organized sales and marketing manager to assist in the advertising and selling of our company's products and to create competitive advantages for our company in the market industry. The sales and marketing manager's responsibilities include generating unique sales plans, creating engaging advertisements, emails, and promotional literature, developing pricing strategies, and meeting marketing and sales human resource objectives. The sales and marketing manager represents the company's brand and drives strategies to increase product awareness by observing the market, competitors, and industry trends.

To be a successful sales and marketing manager, you should have strong interpersonal, leadership, and communication skills. You should also possess an in-depth knowledge and understanding of sales and marketing.

MAJOR RESPONSIBILITIES/DUTIES -

- Promoting the company's existing brands and introducing new products to the market.
- Analysing budgets, preparing annual budget plans, scheduling expenditures, and ensuring that the sales team meets their quotas and goals.
- Researching and developing marketing opportunities and plans, understanding consumer requirements, identifying market trends, and suggesting system improvements to achieve the company's marketing goals.
- Gathering, investigating, and summarizing market data and trends to draft reports.
- Implementing new sales plans and advertising.
- Recruiting, training, scheduling, coaching, and managing marketing and sales teams to meet sales and marketing human resource objectives.
- Maintaining relationships with important clients by making regular visits, understanding their needs, and anticipating new marketing opportunities.
- Staying current in the industry by attending educational opportunities, conferences, and workshops, reading publications, and maintaining personal and professional networks.

REQUIREMENTS/QUALIFICATIONS:

- Understanding and knowledge of sales and marketing in Quartz stones/Natural Stones/Ceramic, with an authentic & strong dealership network all over India is a must.
- A bachelor's degree in marketing, mathematics, business administration, or related field.
- Minimum 3 -5 years' experience in marketing or sales.
- IT literacy; experience of Word, Excel, PowerPoint, Google drive, access database software etc.
- Willing to travel.
- Experience in management may be advantageous.

- Understanding and knowledge of sales and marketing.
- Strong analytical, organizational, and creative thinking skills.
- Excellent communication, interpersonal, and customer service skills.
- Knowledge of data analysis and report writing.
- The ability to understand and follow company policies and procedures.
- The ability to work under pressure.

Vacancy: 03 Positions

Industry: Manufacturing/Exporting

Employment Type: Full Time, Permanent

About Us

Global Surfaces Ltd. A Manufacturing & exporting company located in Jaipur, India, is North India's Leading miner, producer, and exporter of Natural stones & Engineered Quartz from India. 'Nature's Eternal impression' is what GSL explores and caters to the world.

Revived and turned around from a sick and closed unit to a profitable and world-renowned organization, by the valiant efforts of its Managing Director, Mr. Mayank Shah, GSL brings to the world a wide range of stones that include Granite, Marble, and Soft Quartzite, Soapstone and Phyllite, Engineered Quartz in Slab, Tile, Countertop and Cut to Size Shapes and Forms. Like a sculptor Global Stones Pvt Ltd., has created an eternal Impression on the Global market scenario. Its many achievements are also testimonial to its commitment to quality and building a family of satisfied customers.

Since its inception in 2004 GSL has been a key contributor in stone industry Worldwide. It is one of the leading integrated Granite/Marble and Quartz Company has Unmatched reputation, where consistent quality of international standard is maintained right from selecting raw material to creating modern design with the innovative ideas to manufacturing process with a cutting-edge technology in a state-of-the-art facility.

Contact Us

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