

➤ **Front Line Salesperson**

The Frontline Sales employee is required to be well-equipped with Product knowledge to be able to assist customers in selecting products based on customer needs, product specifications, and applicable regulations. The purpose of this role is to partner with the customer to provide the solution, build good relationship with the customers and drive the sales of FMC products in the allocated territory. The role includes ensuring good territory coverage, developing new accounts, while maintaining and strengthening the relationship with the existing customers through continuous connect and counselling. The frontline salesperson represents the organization to the customers, the government and other external agencies. The incumbent in this role is expected to extensively collaborate internally and externally with multiple stakeholders. This role requires the person to address customers' queries about products, prices, availability, credit terms, etc. and to ensure that the customers' requirements are adequately met. The role also requires strong distributor management and tender management skills.

Educational Qualifications: Minimum – Bachelor's Degree in any discipline; MBA in Sales & Marketing is an added advantage