



BharatRohan

Exports Sales Manager (Agri-commodities)

About the role

Exports Sales Manager are going to be one of the touchpoints for food or processing companies (Industrial buyers) who procure the BharatRohan Commodities. They represent BharatRohan through a new channel to the market and are well versed in all BharatRohan value propositions. Exports Sales Manager will work towards execution with a clear objective of providing the preferred quality farm produce to the clients. Customer experience is core to the success of these team members.

BharatRohan Crop Portfolio

Crop Segment	Name of the Crop
Spices	Cumin, Fenugreek, Fennel, Carom, Coriander, Chilly and Turmeric
Legumes	Moong Bean, Chickpea and Groundnut
Vegetables	Potato and Onion

Roles & responsibilities

The role of the Exports Sales Manager will be to build and maintain close, emotional relationships with BharatRohan's Customers. This role extends far beyond a traditional sales position and will require the candidate to demonstrate strong business acumen, understanding of agriculture business, and exceptional emotional intelligence. The Sales Executive will need to intimately understand BharatRohan's commercial offerings, articulate the benefits of BharatRohan's solutions, close the sale with new Industrial buyers (customers) and achieve same sales growth with their book of business each year. Once the relationship has been established, Exports Sales Manager will devote their efforts to delight their customers with deep knowledge of on-going farm operations, providing training on the dashboards, exceptional customer service, selling the complete BharatRohan portfolio of offerings, and building a long-lasting partnership with the customers.

- New Business Development for export of Agri Commodities for International Markets
- Building strong relationships with new and existing buyers for export of Agri Commodities

- Understand buyer quality protocols and communicate the same to the procurement team
- Identify buyers with regular requirement of large quantities for Agri Commodities
- Analyze trends in commodities pricing
- Assist in procuring right grade/quality of Agri Commodities at the best price
- Market survey of Indian imports and exports markets
- Research orientation towards exporting and importing countries

Outcomes expected

- Able to communicate BharatRohan's mission, technology, services and solutions.
- Demonstrates skill in addressing questions/resistance and closing skills.
- Systematically finds and nurtures customer leads whether assigned to them or developed on his/her through an account-based selling approach. Develops deep business relationships with these customers.
- Partners with customers resulting in their adoption of BharatRohan solutions.
- Expands relationships with customers through a consultative sales approach that gets them to adopt BharatRohan solutions across the crop lifecycle.
- Serves as the primary relationship manager for the customers and leads a customer-facing team of inside sales, sales coordinator, customer service rep and BharatRohan Solution Subject Matter Experts.
- Maintains customer accounts, sales stages, important notes, and sales process information in the Zoho CRM tool and utilizes other sales enablement technologies provided to them.
- Internalizes, exhibits, and communicates a passion for the BharatRohan mission, core values, and promises. Articulates this passion in a confident, professional, and endearing fashion.

Requirements

- Shows an ability to breakdown complex new products to effectively influence
- Has an understanding of the customer's needs that cultivates trust and lasting relationships
- Shows optimism and an ability to recover from setbacks and keep going despite adversity
- Exhibits an ability to adopt change willingly and adjust to changing expectations
- Shows a desire to improve abilities and a need to master difficult tasks for growth
- Accountability for your actions that shows initiative and brings about positive results
- Clear communication skills

- Strong business sense and understanding of economics especially as it relates to agriculture
- Ability to utilize new technologies and tools to provide data-driven information to growers
- Thrives in a fast-paced environment
- Proficient in MS Office and other online tools
- Fluent in English and Hindi language

Skills & Qualifications

- 3+ Years' experience in sales of Agri Commodities with Reputed Global Trading or Import Export Companies
- Experience of Export/Import in Global Trading/APAC/ Middle East/ Europe will be preferred
- Good Communication and Convincing Skills
- Good knowledge of MS Excel, Office and MIS/Report preparation

Experience

- Master's degree preferred
- Demonstrated "grit" through their life, academic, and professional experiences
- Strong knowledge of farming background preferred

Type: Fulltime, Contractual or Consultant

Salary: Competitive. As per industry standards.

How to apply?

1. Email resume and cover letter on people@bharatrohan.in.
2. Resumes without cover letter will not be considered.
3. Sales Executive | NAME