

About National Cooperative Organics Limited (NCOL)

Realising the potential for scaling up the organic food sector, National Cooperative Organics Limited i.e. NCOL has been set up as a multistate cooperative Society jointly promoted by National Dairy Development Board (NDDB), GCMMF (Amul), NAFED, NCDC and NCCF as promoter members. The vision of the Society is to act as an umbrella organisation to encompass all activities related to organic products produced by co-operatives leading to the realisation of 'Sahakar se Samridhi'. To know more about NCOL, please visit : <https://ncol.coop/>

NCOL shall launch a range of staples products in the 'Bharat Organic' brand across the country and across the channels.

JOB DESCRIPTION

Position	AGM - Sales
Location	Delhi
No. of Positions	1
Major Accountabilities	<p>1. Sales & Distribution: Achieve the sales plan of the organisation Design relevant channel strategies in line with product categories. Manage relationships with all channel partners in all channels, namely, e-commerce, MT as well as GT. Plan and execute an all India rollout strategy for NCOL products Plan, recruit, deploy and manage suitable sales force. Monitor the sales performance on regular basis and publish suitable MIS Any other relevant task as outlined from time to time.</p> <p>2. Product Promotion Plan suitable incentive scheme for various channel stakeholders to ensure achievement of sales target profitably. Assess the competition and its intensity and plan suitable response mechanism. Provide market feedback from time to time so as to remain ahead of the competition.</p>
Education	PGDM(RM)/PGP(RM-X)/PGDM(ABM)/MBA from leading management schools
Experience	5-10 years of relevant experience within Agri, FMCG, Retail sector. Experience with cooperatives/FPO would be an added advantage.
Approx CTC (per Annum)	Remuneration would be commensurate with qualification and experience
How to apply	Forward updated CV at hr@ncol.coop Last date to apply is 30.04.2024