



Kamal Kisan

Simple Solutions for Smart Farmers

About Us

Kamal Kisan improves farmer livelihoods by improving farm output and reducing input costs for small and marginal farmers through affordable precision farm mechanization solutions and a supporting ecosystem to enable them to leverage these effectively. Kamal Kisan has won international awards for innovation in agriculture from the Bayer Foundation and Syngenta Foundation. We have delivered our products to over 12000 farmers across India with over 3 crores in saving to the community. We are embarking on mission to reach over 1million farmers over the next 3 years, by introducing innovations for smallholder farmer that will change the way farming is done in India. We are looking for passionate team players to help Kamal Kisan scale its reach and impact with small famers across the country.

Role: Territory Sales Manager

Kamal Kisan has launched five products in the market that are currently sold through dealer network across Karnataka & Andhra Pradesh under Govt. Subsidy programs. We plan to launch five new products every year, to expand our customer base and market reach. It is an exciting journey with great promise.

As the Area Sales Manager, you will be given opportunities to set the course on how this company reaches out to its customers and channel partners across the state. You will get a chance to explore rural areas and interact with the enterprising farmers and build partnerships that can help you deliver a suite of services to farmers.

Responsibilities

- Lead sales and monitor sales budgets for the state
- Build sales & marketing teams for product promotion
- Develop creative strategies for customer acquisition
- Identify & develop product distribution channels
- Bring new product ideas from the field for R & D
- Partner with distributors to train & develop teams for post sales service

Skills & Competencies

You need to be entrepreneurial and take quick decisions. You value customer service and quality about everything else. You are able to inspire teams and build a successful long term relationships with you team and customers. Passion to create a better future for India's farmers is the most essential criteria.

Key requirements

- Has exposure to or is interested in agriculture
- Minimum 2 years of work experience in sales
- Fluent in written and spoken local language + English
- Willing to travel to rural areas across state on regular basis

Relationship

You will be working closely with the Head of Sales to develop sales plans for the state and build the ground level teams and network. You will represent the company in various public platforms. Most of your time will be spent with farmers, field executives & channel partners.

Benefits

Location – Anywhere in State Salary

Positions Open – Karnataka, Andhra Pradesh, Telangana, Maharashtra.

Pay – 3.5 - 4 Lks Fixed+Variable

Travel & accommodation - covered by the company

To apply mail your cover letter & CV to devi@kamalkisan.com