REGIONAL MARKETING MANAGER

YOUR ROLE:

•Developing and leading the marketing team towards sales targets achieving profitability.
•Developing and implementing marketing strategies for brand building in the export market.
•Acquire up to date knowledge on market trends and explore new opportunities.
•Preparing sales reports and forecasts to provide insight into sales trends and performance.
•Driving New Product Development to meet customer satisfaction in export markets.
•Driving efficient inter-department coordination between Supply Chain, Marketing, Tea and Logistics departments for agile client servicing.
•Building and maintaining trustworthy relationships with customers, suppliers, and other stakeholders.
•Providing excellent customer service, responding to inquiries and resolving issues in a timely manner.
•Building a high performing sales team.

YOUR PROFILE:

•Minimum 5 years' experience in Tea Industry including minimum 3 years in a managerial role.
•A Bachelor's degree in Marketing, Business Administration or related field from a recognized University/ Institute and/or being a CIM passed finalist.
•Hands on experience in strategic planning, operations management, business development and marketing.
•Strong leadership skills and passion for results delivery.
•Excellent communication, interpersonal and negotiation skills.
•Outstanding people skills and collaboration with cross functional teams.

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