

Job Description: Sales Manager

Pune | Social Enterprise

About Sistema.bio

Sistema.bio is a leading social enterprise operating in India, Africa and Latin America, headquartered in Mexico City. Since 2010 we have installed over 4,500 award-winning digesters across four continents. We are expanding across Maharashtra, Karnataka and Gujarat in India - and are looking for passionate individuals to join our team.

Sistema.bio promotes a world where waste is a resource, and farmers are empowered and productive. We design, manufacture and install biodigesters for small and medium scale farmers to convert their waste into economic, health and environmental benefits. To-date our products have treated 6.7m tons of farm waste, enabled over 25,000 people to produce clean energy, and saved over 36,000 ha of trees per year.

By the end of 2021, our goal is to have installed biodigesters for over 200,000 people in 15 countries where they lack access to clean, renewable and cost-effective energy. We want you to be part of this impact story.



Role Summary

This is a great opportunity to work with a global enterprise and be an essential part of a growing team. Reporting into the Director of Sales, you will be responsible for driving sales and usage of biodigesters across the state impacting significant number of farmers.

Key Responsibilities

- Set and monitor sales and collection targets across the state.
- Drive loan collections and ensure the overall health of your portfolio.
- Manage budgets and drive biodigester sales across small and medium farmers.
- Recruit, manage and develop a team of sales coordinators and executives.
- Build relationships with key stakeholders across the state (e.g. Government, cooperatives).
- Plan and deliver “below-the-line” promotional events to enhance customer acquisition.
- Ensure the high quality and accuracy of sales data and update progress on a cloud-based interface.

Career Progression and Compensation

- We offer a competitive compensation and benefits package, with an opportunity to grow into a Regional/Senior Sales Manager with greater responsibilities within 24-48 months.

Does this sound like you?

- You are a management graduate with 3+ years of consumer or channel sales experience (Agriculture or renewable sector preferred).
- You have a strong track record of driving a sales team to over-achieve targets.
- You have hunter mindset, love selling and thrive under pressure.
- You build great relationships and networks; are a strong verbal and written communicator in English and preferably Marathi/Kannada. You are comfortable with flexible hours and extensive travel.