Job Posting: Sales Manager – Multi Territory

Driptech is seeking a highly skilled *Sales Manager – Multi-Territory*, based in our Pune (MH) office, reporting to the India Country Head. This individual will lead the expansion of our dealer sales network and increase Driptech's product awareness by successfully managing and growing Driptech's salesforce in current and new markets.

The Sales Manager will be the deputy to the India Country Head, with substantial management and strategic planning responsibilities. This individual will execute action plans to penetrate new markets and train and lead a highly effective and motivated sales team.

The ideal candidate will have substantive experience in sales operations and processes and have a track record for successfully increasing sales volumes and turnover.

Responsibilities:

- Sales Operations
  - Develop and implement effective sales planning and monitoring systems to measure sales effort effectiveness
  - Develop and execute territory plans to maximize revenue
  - Create and standardize monthly/quarterly sales and territory forecasts and performance reports
  - Define set of metrics to track, analyse and evaluate sales performance of our Area Managers and Sales Officers
  - Assign sales targets for Driptech's sales force
  - Prepare quarterly reviews

- Salesforce Management / Recruitment
  - Hire, train and mentor the sales team and drive them to achieve their targets
  - Continuously improve sales team performance through defining and refining best practices
  - Build sales training programs for area managers and ground sales force incorporating cumulative learnings from cross-functional collaborations
  - Be available to travel frequently to territories to support sales officer's performance
  - Coordinate with marketing department to ensure the sales team has required materials and information to promote the company's products and services
  - Design and execute sales officer recruiting strategies

Background and Skills:

- 5+ years relevant experience in sales management and sales operations
- B.Tech (MBA/PG Diploma in Marketing & Sales Management preferred)
- Deep experience with sales operations and management
- Strong communication and inter-personal skills coupled with ability to effectively present information to the CEO and top management
- Self-driven & result oriented, thrive in a fast-paced startup environment
- Must be able to travel 50% of the time within assigned territories
- Strong MS office skills

Desired Extras:

- Experience in promoting grass-root level sales of agricultural input products
- Indian language capabilities
- A passion for addressing the needs of small-plot farmers
- Agricultural education background (ex. B-Tech/B.Sc./M.Sc. in Agriculture)

Compensation:

Driptech offers competitive salary and benefits packages commensurate with our funding stage. We will also make available support for relocation to Pune, India.

About Driptech:

Driptech is a for-profit, impact-focused, high-visibility startup selected as a 2012 Technology Pioneer by the World Economic Forum, named by BusinessWeek as one of the world's most intriguing new companies, and voted by its readers as one of the top 5 most promising social ventures in America.

Driptech is laser-focused on making affordable irrigation technologies for small-plot farmers in developing countries. Our early-stage, VC-funded, Mountain View-based venture is scaling up for high-volume commercial rollout in India. By joining the Driptech team you will be part of a compelling social venture that aims to produce a global impact.

How to Apply:

Please submit your cover letter and resume to **jobs@driptech.com** with "Sales Manager – Multi Territory" in the subject.

To learn more about Driptech, please visit our website at www.driptech.com