

## **Aviva Industries – Sales and Marketing Management Role**

### ***Company Profile***

Aviva Industries Nigeria was incorporated in October 2006, specializing in the production of stationary products and exercise books to serve the demand requirements for domestic education. Commonly known for its transparent and trustworthy reputation, Aviva Industries has developed a vast network of regional wholesalers and retailers across Nigeria, positioning itself as one of the segments leading manufacturers.

### ***Corporate Culture***

We always focus on growing our operations organically and extend a similar belief when expanding our team. At Aviva Industries Nigeria we provide our employees with a Performance-based Growth Package that extends to the level of perks an employee can be rewarded provided specific benchmarks are achieved. More importantly, we believe that finding the perfect cultural fit for our organization has led to better performance for the company and its employees.

### ***Job Brief***

We are currently looking for a focused and aggressive **Sales Manager** to be responsible for all sales activities, from lead generation, customer service through to execution. The Candidate must also be capable of coordinating, receiving and ensuring that stock/goods are appropriately accounted for during the process of loading and/or offloading.

### ***Responsibilities***

- Capable of enhancing lead generation in order to achieve benchmark sales targets.
- Able to manage and service client leads effectively by maintaining a high standard of professionalism.
- Capable of planning and executing marketing strategies.
- Must develop a strong understanding of product specifications, pricing and customer dynamics.
- Must have the ability to recognize changes in market conditions and adjust strategies accordingly.
- Must frequently travel regionally to visit customers whilst reporting to upper-management.
- Accountable for budget planning and control for sales support.
- Planning, coordinating and monitoring the receipt, order assembly and dispatch of stock/goods.
- Design an effective process that efficiently utilizes warehousing space.
- Ensure that budgetary targets and environmental objectives are met.

- Coordinating the use of automated and computerized systems when necessary.
- Keeping Stock Control Systems up-to-date and ensuring accuracy and accountability of inventory.
- Planning future capacity requirements.
- Motivating, organizing and encouraging teamwork within the workforce to ensure productivity targets are met or exceeded.
- Maintaining health and safety standards.

### ***Skills***

- Excellent oral and written communication skills
- Proven Sales and minor warehouse management skills
- Strong knowledge of paper product varieties
- Numeracy and an understanding of finance
- People management skills, including the ability to motivate, delegate and explain ideas
- Technical and Information Technology Skills, particularly Database Management and Spread sheets

### ***Requirements***

- If the selected candidate is **not local** then the individual must be hired on a **Bachelor Status** (If married, the candidate will be only be given a Family Status after a period of 24 months from the date of contract inception and will also depend on the performance of the individual).
- Minimum Working experience in sales and marketing for a period of 5 years
- **Preferred Candidate:** Knowledge of Pulp and Paper Products

### **Educational Qualification**

- The candidate must have a Bachelors/Graduates degree in the following areas of study:
  - Business Management
  - Marketing

### ***Salary***

Aviva Industries Nigeria is willing to compensate our Sales Manger with a **Gross Salary of NGN 198,000.00**

### ***Work Location***

Your place of work will be located at Aviva Industries Ibadan Branch. **The official address:** Number 3, Adegoke street, Oremeji Makola Ibadan, Nigeria.

***Working Hours***

You will be expected to work from Monday to Friday (except public holidays) from **08:00AM – 18:00PM**.

*\*The Employee shall however, work such hours as necessary for proper performance of his/her duties.*

***Commencement Date***

The candidate will be expected to commence responsibilities once the appropriate quotas and visas have been arranged. Within 2-4 weeks of Acceptance.