



Manager, Sales

Job Description:

- Actively generate sales for front list and backlist titles with the objective of meeting assigned Sales and Returns Goals.
- Develops and maintains excellent relationships with existing customers- be it schools, libraries, book shops or e-commerce platforms
- Operates as the lead point of contact for any and all matters related to the assigned customers.
- Produces Sales forecast as needed for assigned customers and titles.
- Works with digital media team to select products and write or select copy to be included in sales tools such as catalogs, ads, etc.
- Works with Marketing department to develop marketing plans for strong titles.
- Negotiates co-ops agreements with assigned customers.
- Handles sales of books for all local events or coordinates with bookseller for events out of town.
- Travels to see customers and attends genre-specific trade shows and conventions throughout the year, often on weekends.
- Handles special projects as they arise.
- Calculates suggested list price for titles in assigned imprints following company guidelines to ensure maximum profitability.

Qualifications

- A passion to help Graduate/Post Graduate in any discipline
- 2-5 years experience in a sales representative role, within industry preferred.
- Fluent English and Hindi, both written and spoken. A third language will be a bonus.
- Excellent interpersonal skills.
- Advanced use of Excel desirable.
- Excellent organizational skills and ability to prioritize.
- Ability to analyze sales data and trends.
- Ability to travel as needed

Submission Details:

- Please submit an up-to-date CV along with a 100 word SOP expressing your interest for this profile
- Also give details regarding compensation received in the present assignment and expected salary
- Please send your resume to hr@katha.org with the title 'Manager, Sales' in the subject line. Applications of only the short listed candidates will be acknowledged.

