

Job Description

Manager - Sales (West)

Key Responsibilities

- Identifying potential prospects for KATHA Books that includes Distributors, Schools, Retailers, Non-Profits, and Government Departments of Education and Libraries
- Showcasing Katha's unique body of work and value-added offerings
- Identifying new opportunities with existing customers
- Nurturing, growing and managing Key Account relationships
- Negotiating terms and closing orders that meet Katha's discount and credit policies
- Achieving Monthly Revenue and Collection goals
- Creating, updating and maintaining all customer data, opportunity information and communication history in the CRM in a timely and accurate manner

Skills

- Highly self-motivated
- Aptitude to learn fast
- Excellent attention to detail
- Excellent interpersonal skills
- Good written & verbal communication – English & Hindi
- Advanced user of MS Excel / Google Sheets and MS Word / Google Docs

Experience

- Minimum 5 years of experience in Children's Book sales, with a successful track record of meeting sales quotas

Location – Mumbai

Email your CV to careers@katha.org

About Katha

Katha is a leading publisher of children's books in India with a rich and storied history of over 35 years. We are committed to quality, excellence in execution, and innovation throughout the entire publishing process including research, writing, editing, design, production, marketing, sales, and distribution.

Katha is an equal opportunity employer and values the skills and perspectives that a diverse workforce brings, without regard to caste, religion, age, gender, or disability status.