



JOB DESCRIPTION

Title: Food & Beverages Manager

Department: Sales

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About us

ACO is one of the leading International Manufacturers of Building Drainage, External Drainage, Landscape Drainage Products and Oil & Grease Separators. ACO Range of Products are widely used in about 50+ Countries and have 32 manufacturing units located in various parts of Europe, UK, USA, Asia, Australia and is Head quartered at Rendsburg, Germany. For more details of ACO, you could also visit our website www.aco.in which would give you a broad idea about our organization and the product offerings.

Job Description

- The primary role of the Sales Manager is to generate sales.
- The other roles include working closely with MEP consultants, kitchen consultants, Architects, Project managers, Project Management Consultants, Contractors from potential clients.
- Presentation to the consultants/architects/end customers etc. to update/educate on new/existing products
- Getting product specifications in new projects
- Converting the leads/enquiries into sales
- Develop new areas for business
- Participating in trade fairs and exhibitions
- Organizing seminars for MEP consultants, kitchen consultants, Architects, Project managers, Project Management Consultants, Contractors

Qualifications:

- Bachelor's in engineering (preferably Civil / Mechanical) with 5-6 years of experience in selling building materials.
- Proven track record of achieving sales targets.
- Strong leadership, communication, and negotiation skills.
- Proficiency in CRM tools and sales analytics.
- Willingness to travel extensively within the assigned region.