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ITC Limited Summer Internship 2025 Opportunities For Students

Description

We are seeking a dynamic and results-oriented Sales Manager to join our team at ITC Limited. As a Sales Manager, you will be responsible for leading our sales efforts, developing and executing sales strategies, and driving revenue growth. You will play a crucial role in expanding our market presence, building strong customer relationships, and achieving sales targets. This position offers an exciting opportunity to contribute to the success of a renowned organization in the consumer goods industry.

Responsibilities

- Develop and implement effective sales strategies to achieve sales and revenue targets.
- Lead and motivate the sales team to consistently meet and exceed sales goals.
- Identify and cultivate new business opportunities and markets.
- Build and maintain strong relationships with key customers and distributors.
- Monitor market trends, competitor activities, and consumer preferences to inform business decisions.
- Prepare and present sales forecasts, budgets, and reports to senior management.
- Collaborate with marketing and product development teams to ensure product success in the market.
- Coach and mentor team members to enhance their sales skills and product knowledge.
- Ensure compliance with company policies, industry regulations, and ethical standards.

Qualifications

- Bachelor's degree in business, marketing, or a related field (MBA preferred).
- Proven track record of at least 5 years in sales management, preferably in the consumer goods industry.
- Strong leadership and team management skills.
- Exceptional communication and negotiation abilities.
- Strategic thinker with the ability to analyze market data and trends.
- Proficiency in sales software and CRM tools.
- Willingness to travel as required.

Experience

- Minimum of 5 years in sales management.
- Experience in the consumer goods industry is highly desirable.
- Demonstrated success in achieving and exceeding sales targets.
- Proven experience in market analysis and strategy development.

Hiring organization

ITC Limited

Employment Type

Intern

Duration of employment

6 months

Industry

Conglomerate

Job Location

Kolkata, West Bengal, India,
700001, Kolkata, West Bengal,
India

Working Hours

8

Base Salary

10

Date posted

February 23, 2025

Valid through

18.09.2025

Skills

- Sales leadership and team management.
- Strategic planning and market analysis.
- Excellent communication and interpersonal skills.
- Strong negotiation and relationship-building abilities.
- Proficiency in Microsoft Office and CRM software.
- Analytical thinking and problem-solving skills.
- Results-driven with a focus on achieving targets.

Job Benefits

- Competitive salary and performance-based bonuses.
- Comprehensive health and wellness benefits.
- Retirement savings plans.
- Career development and training opportunities.
- Employee recognition programs.
- Work-life balance initiatives.
- Access to company products and discounts.

Contacts

To apply for this position or for more information, please contact our HR department:

- Email: careers@itc.com
- Phone: [Insert Contact Number]
- Website: www.itc.com/careers

Join ITC Limited, an industry leader, and help shape the future of consumer goods through your sales expertise. We look forward to welcoming dedicated professionals to our team. Apply today!