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<b>JOB TITLE:</b>	Sales Executive	<b>EXPERIENCE:</b>	2-3 Years
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<b>Department/Group:</b>	Procurement	<b>Location:</b>	On Site Noida
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## ROLE AND RESPONSIBILITIES

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- Support category managers / VPs and CPOs in developing a comprehensive understanding of category to ensure continuous growth and profitability
- Present short-term and long-term strategic category strategy, business plans, and status report to upper management.
- Implement PLM frameworks including end-to-end delivery of projects, including ideation, problem-solving, developing an execution plan, and implementation.
- Oversee execution of multiple projects simultaneously, tracking, guiding, and supervising team members to complete projects on time and within budget.
- Responsible for department's objectives/KPIs and review and assess the performance of teammates.
- Motivating team members to ensure high productivity and reduce attrition.
- Develop and maintain strong relationships with internal and external stakeholders (Clients, Sales / Pre-sales team, and other department employees).

## LOOKING FOR SOMEONE WITH

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- 5+ years of experience in category management, procurement, or project management roles.
- Proven track record of working with C-level executives (CPOs, VPs) and developing category strategies.
- Motivating team members to ensure high productivity and reduce attrition.
- Experience managing cross-functional teams and delivering projects within scope, budget, and timeline.