WE ARE HIRING

Araaby

ASSISTANT MANAGER - BRANDS

Araaby Pvt Ltd is a leading wholesaler and retailer in the FMCG & COSMETICS, dedicated to delivering high-quality products to our customers. Some of our major brands are Nivea, Unilever, Flippo Berio, Capilano and Kodomo. We have built a strong reputation for innovation, excellence, and customer satisfaction.

DUTIES & RESPOSIBILITES:

- Develop and implement effective brand strategies to achieve company targets.
- Set brand targets. (monthly, quarterly, annual)
- Analyze market trends, competitors, and customer needs.
- Train, mentor and motivate the sales representatives to meet and exceed targets.
- Identify sales areas for improvement and take corrective action.
- Monitor brand performance using sales data, customer feedback, and market trends.
- Implementing trade promotions to achieve sales targets.
- Build and maintain strong relationships with key clients.
- Handle major customer complaints or negotiations.
- Ensure high levels of customer satisfaction and retention.
- Coordinate with marketing team for the sales growth.
- Identify new business opportunities and markets.
- Expand customer base.

REQUIREMENTS AND SKILLS:

- Bachelor's degree in Business Administration/Sales or related field.
- Minimum 5 years of proven sales experience in FMCG / Cosmetics sector in a similar role will be an added advantage.
- Excellent leadership and interpersonal skills.
- Strong analytical and problem-solving skills.
- Excellent communication skills.
- Familiarity with sales techniques and strategies.

A competitive salary will be offered based on education and experience

Interested candidates should send their CV, PP Size photo, Police certificate, ID Copy with the academic certificates and reference letters on or **before 05th December 2026 to** hr.araaby@araaby.com