

REGIONAL MANAGER

Vacancy 01

Job Context

- 3s Agro Services Limited is leading Agri-input marketing company invites applications for the position of **Regional Manager**

Job Responsibilities

1. Sales Planning & Target Achievement

- Develop and implement regional sales strategies to achieve company sales targets.
- Set monthly, quarterly, and annual sales targets for the regional team.
- Monitor sales performance and take corrective actions to ensure target achievement.

2. Market Development & Expansion

- Identify new market opportunities and expand distribution networks.
- Appoint and manage dealers, distributors within the region.
- Ensure strong market penetration of Agro products (seeds, fertilizers, pesticides, etc.).

3. Team Management & Supervision

- Lead, train, and supervise Area Managers, Territory Officers, and Sales Officers
- Conduct regular field visits to monitor team performance and provide guidance.
- Evaluate team performance and recommend training or disciplinary actions.

4. Customer Relationship Management

- Build and maintain strong relationships with key dealers, farmers, and stakeholders.
- Resolve customer complaints and ensure high levels of satisfaction.
- Support promotional activities and farmer engagement programs.

5. Distribution & Supply Chain Coordination

- Ensure proper stock availability across the region.
- Coordinate with supply chain/logistics to ensure timely delivery of products.
- Monitor inventory levels and prevent stock shortages or overstocking.

6. Reporting & Documentation

- Prepare and submit regular sales reports to Head Office.
- Analyze sales data, market trends, and competitor activities.
- Maintain proper documentation of sales, collections, and market feedback.

7. Collection & Credit Management

- Ensure timely collection of receivables from dealers/distributors.
- Monitor credit limits and minimize overdue accounts.
- Work closely with the accounts department on financial matters.

8. Marketing & Promotion

- Execute promotional campaigns, field demonstrations, and farmer meetings.
- Coordinate with marketing team for branding and awareness programs.
- Gather feedback on product performance and market demand.

9. Compliance & Policy Implementation

- Ensure all sales activities comply with company policies and regulatory requirements.
- Implement management decisions and directives within the region.
- Manage officers' expense
- Plan and forecast upcoming sales

**Educational Requirements:**

- Bachelor/Honors
- Master's degree in any discipline
- Bachelor or Master's degree from a renowned university. Agriculture graduates preferred

Experience:

- 7-8 years
- The applicants should have experience in the following business area (s): Agro based firms (incl. Agro Processing/Seed/GM)

Additional Job Requirements:

- Age 35 to 40 years
- Only Male
- Minimum 7-8years experience in CP sales
- Excel competency required
- Ability to travel and move around frequently
- Location: Mymensingh
- Experience in leadership position required
- Ability to prepare budget and analyze market carefully
- Salary: negotiable
- Ability to travel and move around frequently
- Ability to prepare budget and analyze market carefully
- Proficient with Microsoft Office, Email, Excel
- Able to meet deadlines
- Reasonable oral and written communication skills in English and Bengali

Job Location: Mymensingh**Compensation & Other Benefits**

- Competency and experience based
- As per Company Policy

Apply Instruction

Please email your CV with two references, contact telephone number and a scanned photograph (maximum 20 KB) to 3sagro888@gmail.com

Application Deadline:**16th April, 2026**