

About the company:

Dharambir Food Processing Technologies Private Limited, popularly known as Kissan Dharambir, is a President's award-winning grassroots innovation business that manufactures and sells multipurpose food processing machines for improving livelihoods of rural and agri-based households, businesses and small farmers.

Multi Purpose Food Processing machine is a patented portable machine, which can process a wide variety of products without breaking the seeds of the fruit or vegetable. This machine can be used for processing Aloe vera (making juice, hair gel, face wash, shampoo, hand wash, extract, powder), mango, (chutney, jam), amla (juice, powder, extract, hair oil, candy, sweets laddoo), tulsi, aswagandha, satavar, herbs (juice, extracts), flowers like rose, chameli, lavender etc. (extract and essence). It also works as big pressure cooker with temperature control and auto cut-off facility. It also offers condensation mechanism, which helps in extraction of essence and extracts from flowers and medicinal plants.

The business is headquartered in Yamunanagar, Haryana and has factories in Yamunanagar and Faridabad. The machines are however, popular and sold across the whole of India and also outside India in certain countries of Africa.

The business widely acclaimed as a social enterprise and has won several awards nationally and internationally, including President of India's medal for Grassroot Innovation and is well-supported by reputable social enterprise incubators like Villgro. You can find more information on the Company and its products on its website <http://kissandharambir.com/>.

Job ID: 2101

Title – Remote Sales Manager

Location – Remote or Yamunanagar, Haryana

Job Description:

What are we looking for?

After a strong year of growth, we are looking for an enthusiastic outbound and inbound Remote Sales Manager to join our hardworking team and increase our sales outreach. The role will be responsible to research target market segments, understand the market needs and market the products through initiatives like Webinars, Youtube, Facebook etc. The role is also responsible for maintaining sales prospects pipeline and achieve daily/weekly KPIs for lead generation and sales conversions. The ideal candidate must possess strong communication skills in English and Hindi, confident in reaching out to key prospective decision makers through remote channels like emails, video calls, voice calls etc. The candidate must have a proven record of remote sales for products. The role also demands the potential candidate to be a team player coordinating with various internal and external stakeholders seamlessly. Prior experience working with social enterprises is an added preference.

To apply:

Send your resume, and a cover letter or a video clip, explaining why you are suitable for this role

Email to this address:

prince@kissandharambir.com

Job ID: 2102

Title – Market Research Associate

Location – Remote or Yamunanagar, Haryana

Job Description:**What are we looking for?**

We are looking for an enthusiastic market research associate to join our hardworking team and increase our sales outreach. The role will be responsible to support Sales Manager in researching target market segments. The role will be responsible for identifying potential rural livelihood segments for the product and generate leads for the Sales Manager to maintain a steady sales prospects pipeline and achieve daily/weekly KPIs for lead generation and sales conversions. The ideal candidate must possess strong communication skills in English and Hindi, and have ability to carry out needs assessment of various stakeholders. The role also demands the potential candidate to be a team player coordinating with Sales Manager and other stakeholders seamlessly and to have a strong desire to bring social impact in the rural livelihood sector through market driven approach.

To apply:

Send your resume, and a cover letter or a video clip, explaining why you are suitable for this role

Email to this address:

prince@kissandharambir.com