

Job Opening: Sales Manager – B2B Sales

Company: All India Gem and Jewellery Domestic Council ([GJC](#))

Designation: Sales Executive / Sr. Sales Executive / Assistant Manager


Reporting to: Sales Head

Location: Mumbai

No. of position – 2

Joining: Immediate/ 30 days

Compensation & Benefits:

 Competitive TCTC as per market standards

 Medical Insurance – INR 5,00,000

 Fast career growth opportunities

Experience & Industry Preference:

- Up to 4-5 years of relevant experience
- Preferred industries: Jewellery, FMCG, Hospitality, Federations

Key Competencies:

- Go-getter attitude
- Creative and innovative mindset
- Self-motivated with strong communication & persuasion skills
- Experience in space selling for exhibitions & retailers

Key Responsibilities:

- Drive new business development, focusing on membership acquisition.
- Develop and execute a membership tour plan for untapped regions.
- Plan & implement sales promotional activities to achieve targets.
- Analyze market potential and strategize sales in assigned zones.
- Execute monthly sales plans for events, exhibitions, sponsorships, and advertisements.
- Collaborate with remote teams & jeweller associations to drive participation.
- Build and maintain strong relationships with stakeholders for renewals & retention.
- Develop leads and maximize membership & sales conversion.
- Plan, strategize, and secure sponsorships for regional events and meets.
- Oversee event operations, coordination, and execution end-to-end.
- Support all documentation, invoicing, and approvals.
- Participate in industry events and contribute to strategic market analysis.

If you are a dynamic sales professional with a passion for the jewellery industry, apply now!