



The German company has been producing state of the art products for children for the last 80 years and is present in 50 countries worldwide. Meticulous attention to detail is precisely what has enabled HABA to produce new products with excellent learn and play value year after year. The company provides a one stop solution for all educational needs making sure that the concept including learning material and the infrastructure are right for the children to succeed in an enriching and fulfilling environment.

The Indian subsidiary of Habermaass GmbH (HABA Learning & Playing Solutions Private Limited) has been incorporated in India recently. The subsidiary has just started its operations in India and intends to expand here based out of an office in Gurgaon. The India office will focus primarily on sales and marketing, product management and supply chain management.

### **Job Description: Sales Manager**

#### **Requirements:**

- Years of Experience: 10 - 12 years
- Extensive experience in the Indian market preferably in the education or the consumer goods segment
- MBA from a prestigious Institute is a preferable

#### **Job Responsibilities**

- Responsible for executing the entire national sales strategy developed with the company's management.
- Responsible for planning and accomplishing sales targets.
- Responsible for developing new customers in different regions and growing the customer base.
- Responsible for also expanding the Indian sales team in the different regions as the role grows.
- Responsible for training, managing, coaching the new sales team members as and when they will be recruited.
- Responsible for managing the company's marketing agency and coordinating the different marketing activities.

#### **Other Information**

- Joining Date: March 2018 and onwards

In case of interest please send your application to: [shivani@indo-german.com](mailto:shivani@indo-german.com) / [anupama.narayan@indo-german.com](mailto:anupama.narayan@indo-german.com)



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### **Job Description: Supply Chain Manager**

#### **Requirements:**

- Years of Experience: 7 – 10 years

#### **Job Responsibilities**

- Extensive experience in Indian market in handling different vendors and logistics partners.
- Responsible for handling and organizing the entire supply chain for products starting from Procurement Management going on to Logistics management.
- Responsible for managing procurement, organizing imports, customs clearance, warehouse management and transportation management together with company's logistics partners.

#### **Other Information**

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### **Job Description: Product Manager**

#### **Requirements:**

- Years of Experience: 7 -10 years
- Extensive experience in the Indian market in the Product Management domain.
- Candidate should have experience in the furniture segment (educational Institutions such as schools) is preferred.

#### **Job Responsibilities**

- Responsible for handling all product portfolios, along with working on expanding the product segments.
- Responsible for getting product changes incorporated as per the feedback from the market.
- Responsible for analyzing the market trends and incorporating new product segments as per the needs of the Indian Education market.

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