



Greenway Grameen Infra is a social enterprise focused on manufacturing and distributing clean cookstoves. We are the largest player working in the Indian market and one of the largest stove distributors in the world. We were founded in 2011 and since then have grown from a team of three to over a hundred, distributing over 1.5 Million stoves till date. We operate a factory in Vadodara and the head office is based at Mumbai.

Our distribution network requires us to actively engage with field partners like Distributors, Microfinance Institutions, NBFCs, NGOs, Government agencies, Producer Group Companies etc. Over the years we have worked with over 250 such partners of varying sizes and geographic presence.

**Position Title:** Project Manager

**Location:** Bhubaneshwar/ Mayurbhanj/ Rayagada

**Who can apply?** Graduates or Postgraduates with minimum of 5 years or more of relevant experience in rural sales, MFI or SHG engagement projects.

**Skills required:**

- Must be willing to Travel extensively
- Good written and Spoken communication skills in Oriya and English.
- Ability to manage a large Team, Problem solver and mover over a team player.
- Must have experience in working on MS Office and other basic internet applications.
- Must be a systematic, process oriented person ,and more over a good planner.
- Must have ability to work under pressure and adhere to timelines

**Roles and responsibilities: -**

- **Revenue** : Responsible for the revenue of the assigned territory.
- **Team Management-** Hire, Train, Induct ,and manage team for community engagement ,Constantly monitor the field team activities and make sure the entire team is working as per the scheduled Market Visit plan.
- **Implementation of Policies and Procedures** : Make sure the entire field team adheres to the Management direction and implement the project as per the policy and Procedures.
- **Planning & Forecast:** Guide and help the Block in charge to Prepare the weekly Primary and Secondary distribution Plan and submit a consolidate plan to Logistic team, Have proper forecast and make sure enough pipeline of orders are created by the field team.
- **Distribution** –Monitor the execution of distribution as per the plan, accurate data and payment collection, reconciliation on a weekly basis.
- **Data Collection-** Implement and make sure field team adheres to the process for Collecting and reporting beneficiary data. Responsible to monitor data accuracy
- **Collection-** Implement and make sure field team adheres to the collection process and reconcile the collection with account team to avoid any future disputes.
- **Communication** : Establish an upward and down ward communication among the team members and higher authority.
- **Local Level Marketing** : Plan , execute all BTL marketing activities in the assigned area.



- Inter departmental coordination : Being a matrix organisation, Candidate should have ability interact with different departments.
- And perform other job duties which falls under his department.

Compensation: Best in Industry (depending upon past experience and qualifications) Please send your resume to [hr@greenwayappliances.com](mailto:hr@greenwayappliances.com) and mention "Project Manager – ODISHA" in the subject line.

Last date of application 30<sup>th</sup> June'2022

To know more about the company, please visit <http://www.greenwayappliances.com>