



PR/108766 | AM/DM – Sales

Job Information

Recruiter

JAC Recruitment India

Job ID

1504829

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:12

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Primary Responsibilities:

- Establishes sales objectives by creating a sales plan and target for the Territory in line with the Branch objectives.
- Defining the Territory/Customer base per Sales Engineer. Communicating job expectations, allocating targets, planning, and reviewing job contributions.
- Maintains and expands customer base by building and maintaining rapport with key customers & identifying new customer opportunities.
- Reviewing Weekly/monthly performance of the Sales Engineers.
- Order loss reporting on a Weekly Basis to Branch Manager
- AR & Forms Collection
- Managing and achieving Target for identified Key Accounts
- Should be able to retain and expand the business for TOYOTA / BT / Raymond Products

Secondary Responsibilities: -

- Supporting Branch Manager in developing business strategies

- Evaluation of Market trends and providing Monthly projections
- Tracking Competitors' new field initiatives
- Supporting and guiding the Sales Engineers wherever required
- Ensure smooth and timely cross functional communication between sales, operation & after sales function

Experience- 6-10 Years post Qualification

Qualification: B.Tech/ MBA

Company Description