



PR/108768 | Head of Accessory & Apparel (Automotive Riding Gears)

Job Information

Recruiter

JAC Recruitment India

Job ID

1504833

Industry

Automobile and Parts

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

Job responsibilities:

Head of Accessory & apparel, new accessory and apparel development, Profitability analysis, sales planning network wise, promotion in Blue Square shops, e-commerce

1) Team leader for Riding Gear sales.

Tasks:

- To create a new team for riding gear, development training modules for staff
- Make training module for BSQ showroom managers for riding KIT, participate in weekend rides, explain riding gear importance for safe riding, answer customer query

2) Team leader for HO parts sales planning

- Develop strategy to increase parts sales through dealer & PDS network
- Design incentive strategy to dealers, PDS
- Design store card for HO staff for transparent performance review

3) Team leader for field parts sales coordination

Tasks:

- Distribute sales targets to dealers and PDS based on annual plan
- Enforce company policies among dealer networks
- Improve dealer profitability

Technical Skills:

- Sales Management, Motorcycle Driving,
- Business Development,
- Strategic Planning. CRN1. Digital Marketing

Personality Attributes:

- Good communication skill
- Ability to put plans into practice
- Positive mind & Self Driven
- Analytical and Innovative mind

Qualification: Bachelors

Experience: 15 to 20 years

Company Description