



PR/108766 | AM/DM – Sales

募集職種

人材紹介会社

ジェイエイシーリクルートメントインド

求人ID

1504829

業種

その他（メーカー）

雇用形態

正社員

勤務地

インド

給与

経験考慮の上、応相談

更新日

2024年11月19日 11:12

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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

会社説明