



PR/109053 | 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

1521437

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

2025年04月08日 13:01

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**JD:****Planning, Forecasting, and Meeting Sales and Downstream Business Targets**

- Ensure periodic (monthly & quarterly) sales projections—dealer-wise and model-wise for the territory—using seasonality, market trends, pipelines, bulk deals, etc.
- Develop and execute BTL/ATL plans, with a weekly PDCA review mechanism to track results.
- Drive volumes and target achievement (segment-wise and product-wise) through the network and sales team, aiming to achieve the targeted market share for each segment (personal & B2B).

Dealer Management

- Foster and manage dealer relationships through regular interactions, resolving issues, and supporting dealer business with resource allocations—manpower, budgets, activities, etc.

- Implement processes at dealerships, such as managing aging stocks and updating pending follow-ups.
- Ensure adherence to infringement policies within dealerships to improve dealer retention and profitability

Network Expansion

- Ensure compliance with VI norms, manpower availability, productivity, and market share targets.
- Provide updates to the network team on competitive network expansions in the territory and offer insights on our presence.
- Support new dealers closely during their first year of operations, in collaboration with the sales team, and liaise with banks, financiers, government authorities (RTO), vendors, etc.

会社説明