

JOB DESCRIPTION	
Position Title	Area Sales Manager - CHS
Reports To	Regional Manager - CHS
Department	Channel Sales
Minimum Qualification	Diploma/B Tech / BE (Mechanical) / Graduate with MBA
Minimum Work Experience	2 - 3 Years
Primary Duties	<p>Ensuring that the set sales targets are achieved monthly, quarterly, and yearly</p> <p>Ensure proper collections are timely and as per policy for smooth business</p> <p>Appoint new distributors, dealers, and DMAs as per the requirement explaining them the policies correctly and clearly, and making them abide by the same.</p> <p>Ensure that, the SOPs are followed religiously and correctly as regards to no of calls and other things mentioned therein.</p> <p>Ensure the tour plan is followed in the best possible manner to generate business in a cost-effective manner</p> <p>Visits new construction sites buildings, hospitals, hostels, colleges, hotels etc to generate business.</p> <p>Listening to customer Distributor/ Dealer/ End User requirements and</p> <p>Maintaining and developing relationships with existing customers in person and via telephone calls.</p> <p>Cold calling to arrange meetings with potential customers to prospect for new business.</p> <p>Responding to incoming email and phone inquiries;</p> <p>Acting as a contact between a company and its existing and potential markets</p> <p>Negotiating the terms of an agreement and closing sales;</p> <p>Gathering market and customer information;</p> <p>Representing the company at trade exhibitions, events, and demonstrations;</p> <p>Negotiating on price, costs, delivery, and specifications with buyers and managers and Liaoning with co for proper adherence to comply with these;</p>
Secondary Duties	<p>Challenging and convincing any objections to get the customer to buy;</p> <p>Advising on forthcoming product developments and discussing special promotions;</p> <p>Creating detailed proposal documents, often as part of a formal bidding process which the prospective customer largely dictates;</p> <p>Liaising with buyers to check the progress of existing orders;</p> <p>Checking the quantities of goods on display and in stock;</p> <p>Recording sales and order information and sending copies to the sales office, or entering figures into a computer system;</p> <p>Making accurate, rapid cost calculations and providing customers with quotations;</p> <p>Attending team meetings with proper data and analysis and sharing best practice</p>
Skills Required	<p>Proven experience working as an area sales manager or in a field sales manager job</p> <p>Track record of meeting and exceeding sales targets</p> <p>Written, oral, and interpersonal skills</p> <p>Good leadership and motivational skills</p>
Location	Trivandrum / Chennai / Dhavangare
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