

	JOB DESCRIPTION
<b>Position Title</b>	Area Sales Manager - CHS
<b>Reports To</b>	Regional Manager - CHS
<b>Department</b>	Channel Sales
<b>Minimum Qualification</b>	Diploma/B Tech / BE (Mechanical) / Graduate with MBA
<b>Minimum Work Experience</b>	2 - 3 Years
<b>Primary Duties</b>	Ensuring that the set sales targets are achieved monthly, quarterly, and yearly
	Ensure proper collections are timely and as per policy for smooth business
	Appoint new distributors, dealers, and DMAs as per the requirement and explain the policies correctly and clearly, and make them abide by the same.
	Ensure that, the SOPs are followed religiously and correctly as regards to no of calls and other things mentioned therein.
	Ensure the tour plan is followed in the best possible manner to generate business in a cost-effective manner
	Visits new construction sites buildings, hospitals, hostels, colleges, hotels etc to generate business.
	Maintaining and developing relationships with existing customers in person and via telephone calls.
	Cold calling to arrange meetings with potential customers to prospect for new business.
	Negotiating the terms of an agreement and closing sales;
	Negotiating on price, costs, delivery, and specifications with buyers and managers and Liaoning with co for proper adherence to comply with these;
<b>Secondary Duties</b>	Challenging and convincing any objections to get the customer to buy;
	Advising on forthcoming product developments and discussing special promotions;
	Creating detailed proposal documents, often as part of a formal bidding process which is largely dictated by the prospective customer;
	Liaising with buyers to check the progress of existing orders;
	Recording sales and order information and sending copies to the sales office, or entering figures into a computer system;
	Making accurate, rapid cost calculations and providing customers with quotations;
<b>Skills Required</b>	Proven experience working as an area sales manager or in a field sales manager job
	Track record of meeting and exceeding sales targets
	Written, oral and interpersonal skills
	Good leadership and motivational skills
<b>Email ID</b>	<a href="mailto:jobs@hykonindia.com">jobs@hykonindia.com</a>
<b>Contact</b>	85930 75050

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