

	JOB DESCRIPTION
Position Title	Assistant Manager - AMC Sales
Reports To	State Head - AMC Sales
Department	AMC Sales
Minimum Qualification	Diploma / UG / PG
Minimum Work Experience	2 - 3 Years
Primary Duties	Identify and target potential clients for AMC sales through research and networking.
	Develop and maintain strong relationships with existing clients, ensuring high levels of customer satisfaction
	Present and demonstrate the benefits of our AMC offerings, effectively communicating value propositions to clients.
	Collaborate with the technical and operations teams to ensure seamless service delivery.
	Prepare and deliver sales proposals, quotes, and presentations to clients
	Negotiate contract terms and pricing to finalize sales and achieve revenue goals.
	Monitor market trends, competitor activities, and customer feedback to identify sales opportunities and areas for improvement.
	Maintain accurate records of sales activities, customer interactions, and pipeline management in CRM software.
	Achieve quarterly and annual sales targets set by the management team.
Secondary Duties	Monitoring market trends and competitor activities.
	Reporting on sales performance and providing feedback to senior management.
	Ensuring compliance with company policies and procedures.
Skills Required	Proven experience in AMC or Service Sales
	Track record of meeting and exceeding sales targets
	Written, oral and interpersonal skills
	Good leadership and motivational skills
Email ID	jobs@hykonindia.com
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