

	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	Ensuring that the set sales targets are achieved monthly, quarterly and yearly
	Ensure proper collections timely and as per policy for smooth business
	Appoint new distributors, dealers and DMAs as per the requirement and explaining them the policies correctly and clearly and make them abide by the same.
	Ensure that, the SOPs are followed religiously and correctly regarding 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 these;
Secondary Duties	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 the prospective customer largely dictates;
	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;
Skills Required	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
Location	Bangalore
Email ID	jobs@hykonindia.com
Contact	85930 75050

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