

JOB DESCRIPTION	
Position Title	Regional Manager - CHS
Reports To	General Manager - CHS
Department	CHS
Qualification	UG/PG
Work Experience	7 - 10 Years
Primary Duties	<p>Develop and implement regional sales strategies to achieve and exceed sales targets.</p> <p>Monitor and analyze sales performance data, identify trends, and implement corrective actions as needed</p> <p>Accurately forecast sales and provide regular updates to senior management.</p> <p>Conduct thorough market research to identify opportunities and threats within the assigned region.</p> <p>Provide ongoing training, coaching, and support to channel partners to enhance their sales capabilities and product knowledge</p> <p>Conduct regular performance reviews and provide feedback to channel partners, identifying areas for improvement and growth.</p> <p>Develop and implement regional sales strategies to achieve and exceed sales targets.</p> <p>Monitor and analyze sales performance data, identify trends, and implement corrective actions as needed.</p> <p>Monitor competitor activities and provide regular updates on market trends and the competitive landscape.</p> <p>Provide feedback to internal teams on customer needs, market requirements, and competitive insights.</p> <p>Collaborate with marketing teams to develop and implement effective sales promotions and marketing campaigns.</p> <p>Accurately forecast sales and provide regular updates to senior management.</p> <p>Conduct thorough market research to identify opportunities and threats within the assigned region.</p>
Secondary Duties	<p>Preparing detailed reports on channel performance, market trends, and competitive activities.</p> <p>Representing the company at industry events and trade shows.</p> <p>Staying up-to-date on industry trends and competitor activities.</p> <p>Identifying potential new business opportunities.</p> <p>Acting as a point of contact between the channel partners and the company.</p> <p>Resolving escalated channel partner issues and disputes.</p> <p>Providing technical and sales support to channel partners.</p>
Skills Required	<p>Communication</p> <p>Problem-solving</p> <p>Channel Management</p> <p>Organizational Skills</p> <p>Adaptability</p>
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