

Job Profile

Manager/ Senior Manager –Sales & Business Development (North)

Job Title: Manager/Senior Manager

Department/ Function: Project Bureau

Location: Greater Noida

Responsible For – Delhi, U.P., Uttaranchal, Punjab & Haryana, Rajasthan, J&K, Himachal

Reporting To: GM– Service Sales

No. of positions reporting to this Position: Nil

Key Responsibilities

1. Product Sales – Sales & Business Development of Products under Record brand.
2. Operator Sales:
 - (a) Drive Operator Sales Business across Region.
 - (b) Coordinate with regional service sales & delivery team for major growth in Operator business.
 - (c) Meeting customers and dealers by travelling in region.
3. Develop Network;
 - (a) Dealers / Distributor in across region.
 - (b) On boarding Architects, Consultant, Contractors.
4. Meeting existing customer, educate them and create awareness about the products.
5. Retrofit.
Drive Retrofit Business in North Zone for other make Operators.
6. Single point contact for Key customers, handling Key accounts, aftermarket business generation and other support requirement.
7. Site Audits: Coordinate with Regional Service delivery & Sales team for site audits and accordingly quote submission for business generation.
8. Implement Rates Contracts with Key Accounts for;
 - (a) Service Contracts for Operator
 - (b) Part Sales
 - (c) Service Repair
9. Coordination with HQ / factory for production, billing & timely dispatch.
10. Monthly forecast for service sales revenue.

11. Collection of debtors and ensuring debtors ageing to be within target.

Personal Characteristics

1. Strategic approach to business
2. Achievement orientation
3. Performer mindset & Adaptable
4. Self driven & Go Getter
5. Concern for client's business

Education qualification: B. Tech/ Any Graduate, preferably with PGDM (Sales & Mktg)

Experience : 7 - 12 years of Core Sales Experience of handling dealer channel

Preferable Industry : Operator Industries

CTC : As per industry standard

Required Knowledge / Skills/ Competencies:

1. Good communication skills for internal & external reporting.
2. Work Experience in Product Sales & Dealer Management.
3. Understanding of selling complex technical products and solutions.