

Job Description for post of Senior Manager - Sales

- To be overall responsible for construction equipment sales & relationship management across assigned regions – Typically Africa. Regular International Travel required to West Africa.
- Further lead a team and expand reach to other regions
- Sourcing an appropriate database of Contractors, Developers and Architects
- Identifying target customers, form the database and establishing contact with the target customers by way of references & cold calls
- Meeting clients and giving them a presentation of the company and its services
- Identify the immediate customer requirements and recommend products after consultation with management
- Regular follow up with the customer to successfully close the transaction
- Coordinate with the order processing team for delivery
- Providing daily, weekly & monthly MIS reports as per formats provided
- Maintaining relationships with existing customers to ensure repeat business
- Organising various client events as directed by management
- Engaging customers through various factory visits and seminars as directed by the management
- Constantly upgrading and staying up to date with newer products, continuously improve technical knowledge by way of attending various trainings and seminars
- Monthly fixed salary based on experience and last salary drawn
- Annual Bonus based on achievement of Sales target.

Desired Profile of candidates

Years of experience:	Fresher or 1-2 years Preferred
Position:	Senior Manager, Sales
Gender:	Male
Vacancies:	1 nos.- 2 nos
Location:	Based in Mumbai, Andheri West
Job role type:	Full-time
Salary:	Fixed INR 75000 - INR 100000 per month* (subject to being posted internationally.)
Reimbursements:	Travel & Mobile As per policy
Incentives:	Sales Target-Based Annual Bonus

Background / Previous Companies

- Experience in Direct Sales is Appreciated
- Candidates from IB & Marketing preferred.

Thank you !!

Ruzan Lala
T: +91 9833536358
E: rsl@plint.in