

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

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| 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 !!

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