



## Area Sales Manager

- **Vacancy for:** Few
- **Posted on:** July 1, 2017
- **Deadline:** July 11, 2017, midnight

### Basic Job Information

Job Category : Sales / Public Relations  
Job Level : mid  
Offered Salary : None

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### Job Specification

Education Level : Under Graduate (Bachelor)  
Experience Required : Not Required

### Other Specification

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### Job Description

**Role:** Area Sales Manager  
**Reporting to:** Sales Head  
**Domain:** Sales  
**Associates (Team):** RDs, Sales

#### **Purpose of the Job:**

To work in a given territory to achieve given sales target with achieve most realistic and recommended Sales goal. Also to establish and manage effective programs to compensate, coach, appraise and train sales subordinates.

#### **Education and Training:**

- Bachelor/Master's degree in a business related discipline such as management, International business or Sales
- About 4-5 years of experience in the field of mobile sales, Developing PR with RDs and groundwork for sales in market

#### **Main responsibilities:**

- Market Visit
- Sales Plan & Target Chase
- Order & supply
- Reporting
- Competitor Analysis
- Coordination with RDs
- Building Relationship
- Payment Collection
- RD & RT stock Maintenance
- Supervision of sales workplace in designated territory

#### **Key Performance Indicators:**

- Sales Target Achievement
- Enhanced Channel of Distribution throughout territory
- Improve and Increase sales
- Motivated team members
- Help in Increasing visibility

**Communication with Sales Head:**

- To submit the detailed monthly sales plan to Sales Head
- Prepare Retailers target & their margin breakdown
- To stay in communication with Head and associates for all sort of queries or recommendations raised from market
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and quarterly territory analyses
- Attending team meeting and sharing best practice with subordinates
- Reviewing own sales performance, aiming to meet or exceed targets
- Gathering market and customer information

**Plans Co-ordination with RDS and Retails:**

- To jointly work with the RDs sales representative to chase current target and develop new WOD
- To brief the product wise sales plan
- Push the RDs and Retailers to maintain Minimum stock level
- To follow up and cross check RDs activities and subordinates monthly plan

**Support the associates in carrying out their functions:**

- To lead the associates in maintaining close working relationships with the Distributors and Channel partners
- To ensure implementation of the sales promotion schemes
- To review the development in executions, share suggestions and ideas incase of incompetency to execute the activity
- To help the channel partners in resolving their problems

**Others:**

- Gathering competitor activities
- Researching the market & related products
- Gaining a clear understanding of customers. Business & requirements
- Relationship building

**TO APPLY:**

Please send your updated resume along with cover letter, passport size pic. and also mention preferred location to [careers@ims-np.com](mailto:careers@ims-np.com)

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**Applying Procedure**

Apply Link : <https://merojob.com/area-sales-manager-5/>

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