

Deputy Sales Manager



- **Vacancy for:** 1
- **Posted on:** Oct. 13, 2017
- **Deadline:** Oct. 23, 2017, 11:55 p.m.

Basic Job Information

Job Category	:	Sales / Public Relations
Job Level	:	Mid Level
Employment Type	:	Full Time
Job Location	:	All over Nepal
Offered Salary	:	Negotiable

Job Specification

Education Level	:	Bachelor
Experience Required	:	More than or equals to 4 years

Other Specification

- 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

Job Description

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

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

Tasks:

Communication with Sales Head

- To submit the detailed monthly sales plan to Area Sales Manager
- 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 & Retails

- To jointly work with the RDs sales representative to chase the 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 in case 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

Reporting to: Area Sales Manager

Domain: Sales

TO APPLY:

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

OR,
