



Job Description

Job Details			
Job Title	Area Sales Manager	Department	Sales & Marketing
Reporting to	Zonal Manager	Location	Vijaywada

Job Objective
To achieve sales, collection and realization Improve reach, spread and penetration in Tier 2 & 3 cities, rural segment. Strengthen communication link between company and the customers.

Primary Responsibilities	
Financial	<ul style="list-style-type: none">Track product wise, sales and collection on a regular basis against annual budget in order to regulate sales performance and take counter measuresCollection & realization of payment according to the scheduleIdentify the deviations and gaps in sales and collection figure
Customer	<ul style="list-style-type: none">Maintain existing dealer distribution network and contribute towards expanding the customer baseTimely settlement of claims, account reconciliation, service levelsHandle customer's grievances such that attrition rate of customers is controlled
Process	<ul style="list-style-type: none">Ensure Sales, collection, C- forms, competitors activity & account reconciliation as per the target from time to time

	<ul style="list-style-type: none"> • Gaps to be identified-Budget Vs Actual based on monthly MIS report • Benchmark our products, prices, services and market share vs. competitor
Learning & Development	<ul style="list-style-type: none"> • Increase AIS presence in the market by conducting meets and knowledge sharing, dissemination of information with colleagues

Desired Qualifications & Experience	
Desired Qualifications	B.Tech /MBA/Both
Desired Experience	4-8 Years
Knowledge & Skills	<ul style="list-style-type: none"> • Marketing knowledge in construction & building material industry. Channel sales (networking), accounting. MS office. • Technical knowledge of glass products