

 <b>AIS</b> <small>Floort Glass</small>		
<b>Role Name</b>	Sr KAM- Govt Vertical	
<b>Location</b>	Delhi NCR /Gurgaon	
<b>Role Summary</b>	To Play a Direct key Role in Government vertical and to bring focus on introducing high performance glass, FRG and windows to key stakeholders in identified Projects and Government Departments . To work closely with Zonal teams in order to take a leadership position in Govt segments by educating and converting architects, civil contractors and direct government	
<b>Reporting to</b>	Mr. Rajendra S Dagar	
<b>Role purpose</b>	To laise closely and convert Key Deptts like CPWD, PWD, AAI, NBCC, HITES & HSCC, IRSDC and other important and growing govt deptts.	
<b>Responsibilities Head</b>	<b>KRA (Key Result Areas)</b>	<b>KPI (Key Performance Indicators)</b>
<b>Team Management</b>	Work closely with Central Projects Team. To work closely with other Architectural Teams. To get our products specified in the approved makers list. Assist KAM in closing of order and initial PI approval from client.	Number of Projects in which AIS is specified. Orders closed for government vertical.
<b>Sales &amp; Specification</b>	Build, manage & maintain a pipeline of qualified leads. To convert the qualified leads to strong specification. To close the sales from the specified list . Have joint visits to sites with KAM and introduce to the client project teams. Identify projects through field mapping. Provide samples to architects, clients. Work on quotes and get validated from Vertical Head. Improve conversion ratio. Push for value added products. To work closely with Selected Departments and Govt Centric Architects.	Number of contacts increase, influencers who are critical for Government projects. Pipeline progress No of Specification received. Strength of order book. Number of PI generated Conversion Ratio Achieving the specified Product Mix
<b>Finance</b>	Sales collection Manage outstanding Timely account settlement & reconciliation Timely sales accounting procedure Ensure all collection targets are achieved as planned in the beginning of the year.	Collection figure Outstanding Value Overdue outstanding Outstanding no. of days Account settlement Account reconciliation status
<b>Customer</b>	Effective implementation of ABM & Key Account Management Increase sales through Key account Monitor Key account process Ensure customer satisfaction in terms of quality, delivery against commitment. Identify Gaps between actual and desired satisfaction level	Key account Progress No. & volume of projects with Key account Audit of Key account management system Customer Satisfaction study
<b>Process</b>	Ensure all pipeline related activities are updated in CRM and help in increasing overall funnel size. Arrange for plant visits and key events with stake holders. Have a meeting plan with architects.	Audit of CRM Adherence to meeting plan
<b>Manpower Development</b>	Work closely with Central Projects Team and educate them on know how of the process of government projects.	Knowledge of KAMs of Central Projects team
<b>Market Information &amp; MIS</b>	Keep track of key accounts and their Govt projects Identify new potential key accounts Keep track of the industry trends and competition	Market intelligence report
<b>Competitors activities</b>	Government Bodies. To keep a watch on competitor activities and formulate an action plan AIS around that.	Monthly Report submission
<b>REQUIREMENTS</b>		
<b>Knowledge</b>	Deep contacts in Government Department, Understanding of SOPs, Order Closure process, SWOT, 3C, Competition Mapping.	<b>(Experience- No.Of Years )&amp; (Expected Background)</b>
<b>Skills</b>	Leadership, Communication, Business Acumen, Relationship Savy & Result Oriented	<b>Qualification</b>
8-12 Years hard core government business experience in related product lines. Targeted Companies Worked (Preferred) – Godrej & Boyce (furniture division), 3 M (Traffic Systems), Hilti, Kajaria, Jaquar , Kohler , Schinder Electric , Havells, Asian Paints , Orient tiles , Greenply etc		
Engineering/ MBA, highly preferred.		
<b>INTERACTION</b>		
<b>Internal</b>	<b>Customers</b>	<b>Other External parties/Vendors</b>
<b>Top 3 Competencies</b>	<b>Companies need toTarget</b>	<b>Any Specific Industry</b>
1) Business Acumen	1)Godrej & Boyce (furniture division)	1) Building Material
2) Relationship Savy	2) 3 M (Traffic Systems)	2)
3) Laisoning and Communication Skills	3) Hilti	3)