



## Job Description

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

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

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

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

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