



Windows
uPVC, Wood, Aluminium

Role Name	Sr. Area Manager		
Role Description	To Achieve Sales, Collection and realization		
Role purpose	To Increase Reach, Spread and Penetration. To bridge gap between customers and company.		
Document created by			
Responsibilities Heads	KRA (Key Result Areas)		KPI (Key Performance Indicators)
Financial	Track product wise sales and collection on a regular basis against annual budgets in order to regulate sales performance and take counter measures		Annual budget completion within target date
Customer	<ul style="list-style-type: none"> • Maintain existing dealer distribution network and contribute towards expanding the customer base • Timely settlement of claims, account reconciliation, service levels • Handle customer's grievances such that attrition rate of customers is controlled 		Timeliness, accuracy, exhaustiveness
Process	<ul style="list-style-type: none"> • Ensure Sales, collection, C- forms, competitors activity & account reconciliation as per the target from time to time • Gaps to be identified-Budget Vs Actual based on monthly MIS report • Benchmark our products, prices, services and market share vs. competitor 		Sales, collection & order loading.
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 		Regular Trainings
Job Specifications:			
Knowledge	Knowledge in construction & building material industry. Channel sales (networking), accounting. MS office.	Work Experience	4-8 years
Educational Qualification	B.E/ B.Tech or both	Preferred Age group	28-35 years
Reporting To	Regional Manager	Salary Range	10 lacs - 15 lacs
Skills	1. Manpower Handling 2. Communication and presentation Skills 3. Leader Ship Skills 4. Analytical Skills	Location	Agra
INTERACTION			
Internal	Customers	Other External parties/ Vendors	
All concerned Staff	Dealers, customers		