

Appointment of KAM's for facilitating sales team for FRG sales.

Objective: To initiate the process of handover of FRG sales to sales team.

Background:

AIS has been trying to sell FRG since 2016. However, due to lack of focus on the category, we have been restricted to limited sales. Over last 1 year, product management team has demonstrated the process of sale of FRG , by having a complete understanding of the category and ensured order conversions, following industry practices.

The key skills required for FRG sale includes- solution selling, ability to read technical drawings, perseverance, liasoning with system supplier for delivery and installations, follow up with internal teams for invoicing and delivery of glass.

It is planned to hand over the FRG category to Sales team and as a part of process groom the sales team for FRG sales.

There have been lot of product training's for the sales teams in past 2 years, however, the sales team members do not have requisite skill sets required for FRG sales.

Hence, it is suggested to have KAM's under Product Management for a period of 6 months to help groom them and prepare for FRG sale.

Post this, it is proposed that the KAM's will move back to sales function.

Given below is the JD as well as responsibilities of the proposed KAM's to facilitate sales team's to sell FRG.

Modus of Operations for these KAM's –

1. The leads will be shared by respective teams from their customers to KAM- FRG's
2. KAM- FRG's will visit the customers along with sales team initially, understand requirements and take it forward for closing the sales. In the process, the sales team to support KAM FRG to help build a suitable relationship with customer.
3. They will be responsible for coordinating with Back end team as well as system suppliers for timely execution of the project and handover.
4. KAM's will give inputs to back end team for order processing and follow up on the same.
5. They will be responsible for Collection of Payments as per guidelines.

Designation – KAM- Fire Rated Glass

No. of position – 1

Reporting to – Reporting to Sr. Product Manager

Location: Bangalore

Education: Mechanical Engineer

Skills:

- Good knowledge of Fabrication and Hardware system.
- Ability to read & understand the Technical drawings/ civil structural drawings.
- Ability to gather and analyze data and to work with figures.
- Ability to manage internal & external customers.
- Interest in market dynamics along with business sense.
- Excellent knowledge of commercial transactions in line with Govt. regulations.
- Excellent verbal and written communication skills.
- Excellent Negotiation Skills.
- Strong project management skills.
- Should be able to work with different teams.
- Good leadership abilities.

Experience: 5-6 Years

Key responsibilities include:

1. Responsible for closing FRG sales orders along with sales team and timely execution of deliveries and installations at site.
2. Understanding the customer requirements through site visits and suggesting appropriate solutions.
3. Responsible for site survey along with system supplier to understand the requirements.
4. Provide pricing support to project team with price quotations to customer and achieve budgeted pricing guidelines.
5. Negotiate rates with customers to close the orders.
6. Prepare inputs for placing orders to internal team.
7. Liase & follow up with internal team, vendors and system suppliers for smooth execution of project as well as timely installation and handover of the project to the customer with signoff.
8. To develop partnerships/ working arrangement with OEM door manufacturers, profile system manufacturers and their fabricators.
9. Get involved in testing of glass along with system supplier.
10. Liase with BIS, NBC for AIS representation for FRG and to ensure AIS interests.
11. Prepare and track enquiries for projects.
12. Involved in Architect engagement programs related to FRG .