Job Description | Team Leader

Job Title:

Team Leader

Job Description:

The position holder shall be responsible for managing executives to help drive paid merchant acquisition and maintain regular partnerships to ensure desired productivity to maximize sales numbers.

Experience Required :

Minimum 2-4 years of relevant experience (Just Dial, Indiamart,TradeIndia,Sulekha and Quikr)

Educational Qualifications:

Must be Graduate and Postgraduate (B.Tech and MBA will be highly preferable)

Eligibility:

✓ Should be between the age group of 25 - 30.

✓ Positive Attitude, Well Groomed, Pleasant Personality

✓ Good Spoken and Written language skills - English + Local language

✓ Good Computer skills

✓ Tech Savvy

Job Responsibilities:

✓ Managing Executives for sales of paid subscription packages via on-ground sales executives

✓ Ensuring team hiring, training, management and retention.

✓ Conducting daily meetings to ensure appropriate qualitative and quantitative inputs.

✓ Responsible for ensuring sales funnel, conversion, and improving sales productivity.

✓ Close tracking and monitoring of input KPIs (such as Data and Hot Leads) to help improve productivity

✓ Drive performance through incentive structure and sales promotion.

✓ Responsible for daily, weekly, and monthly target achievement as per SOP.

✓ Timely reporting in prescribed formats.

Skills Required:

Acquisition Sales, Team Management, Sales Management, Business-to-Business (B2B), New Client Acquisitions.

Candidate Attributes:

✓ Hands on experience in leading large team in Sales Acquisition Processes

✓ Build Rapport with the team via a consultative sales approach
✓ Strong listening, questioning, and networking skills.
✓ Report management / analysis / alignment skills
Annual Salary Bracket:
INR 500,000 - 700,000

_____