

## **Territory Sales Manager (TSM)**

### **Job Description-**

- Managing, training, and providing overall guidance to the sales team of an assigned territory.
- Setting reasonable sales targets to be achieved by the sales team.
- Monitoring the performance of the sales team and motivating members to meet or exceed sales targets.
- Collecting customer feedback and providing updates to senior management.
- Traveling to potential and existing customers within an assigned sales area to present company offerings and build brand awareness.
- Implementing a sales management process to assist the sales team in identifying and prioritizing key customers and prospects.
- Good understanding of sales techniques, strategies, and market dynamics.
- Analytical mindset with the ability to interpret sales data and make data-driven decisions.
- Results-oriented mindset with a focus on achieving sales targets and driving revenue growth.

### **Eligibility Requirement-**

- Candidates have to build their own team as per the requirement, including team leads and BDEs.
- Graduate/Post Graduate with at least 4-6 years of field sales experience as a supervisor. Must have experience in Direct Sales/ B2B Sales/ Merchant Acquisition / Retail Sales (Not Stores experience) Telecom Sales/ Digital Payment.
- Proven sales experience; sector-specific sales experience is preferred.
- Should be excellent with verbal & written communication - English and Hindi.
- Must have computer knowledge - Excel and Basic Data Analysis.
- TSM will hire BDLs in his team.

### **Job Responsibilities-**

- Develop a strategy for the acquisition of merchants, and retailers from various segments.
- Responsible for sourcing, generating; closing new acquisition & activations signing leads.
- Will be managing the team of direct salespeople.
- Coach & mentor the team in acquisition and relationship management.
- Planning, formulating, and implementing promotional strategies to increase market penetration and visibility.
- Should be able to travel across the city to develop a market.
- Achieving sales targets.

- Conduct regular sales meetings, provide sales forecasts and reports, and communicate territory performance to senior management.

### **Key Competencies-**

- Strong analytical and quantitative skills.
- Strength in problem-solving, issue-resolution, ability to work in a deadline-driven work environment, attention to detail, and ability to multitask.
- Strong leadership and team-building skills.