

## JD for Area Sales Manager

### Job Title :

Area Growth Manager

### Job description

We are looking to employ a driven and experienced area sales manager to increase sales within an assigned geographical area and guide a team of field sales representatives. The area sales manager's responsibilities include delivering presentations to potential and new merchants, evaluating the performance of the sales team, and preparing concise sales reports. You should also be able to develop as well as modify customer frequency plans as needed.

To be successful as an area sales manager, you should be committed to driving sales and adept at managing a sales team. Ultimately, an outstanding area sales manager should demonstrate exceptional analytical, problem-solving, and customer service skills at all times.

### Roles and Responsibilities

- ✓ Get the sale using various customer sale methods.
- ✓ Forecast sales, develop "out of the box" sales strategies/models, and evaluate their effectiveness.
- ✓ Evaluate team skills, and needs and build productive long-lasting relationships
- ✓ Support team to meet the Sales targets
- ✓ Report and provide feedback to management
- ✓ Maintain and expand the merchant database within your assigned territory.
- ✓ Responsible for team training and team productivity
- ✓ Responsible for team hiring and team handling

### Responsible for growth of the following in the assigned region

- ✓ New Merchant Acquisition
- Channel Management
- ✓ Identify, appoint team members
- ✓ Training, marketing & sales support for Team Leaders and Executives
- ✓ Acquire detailed product knowledge and ability to give detailed product demo
- ✓ Execute the sales promotion activities for the assigned area
- ✓ Daily reporting of performance parameters

### Desired Candidate Profile

Candidates from Tradeindia,Indiamart, Just Dial, Sulekha and Quikr are highly preferable
<b>Skill Sets / Requirements</b>
✓ Good verbal & written communication skills
✓ Ability to understand the business & requirements of the customers
✓ Working experience with SME businesses
✓ High achievement orientation. Takes full ownership of activities and outcomes
✓ B2B Sales
✓ Business Development
✓ Client Relationship Management
✓ Sales strategy
✓ Territory Sales Management
✓ Marketing
<b>Qualification</b>
Must be Graduate and Postgraduate (IMBA/B.Tech)
<b>Experience Required :</b>
Minimum 4-7 years (should have relevant experience) (Just Dial, Indiamart,TradeIndia,Sulekha and Quikr)
<b>Annual Salary Bracket:</b>
INR : 500,000 to 650,000 (+240,000 Variables)