

Sr. Sales Manager;

The duties include;

- Managing organizational sales by developing a business plan that covers sales, revenue, and expense controls. He will be handling PAN India sales with Santacruz East, Mumbai being the base location.
- Meeting planned sales goals.
- Setting individual sales targets with the sales team. Monitoring, Assisting, Training the entire Sales Team directly and indirectly. Also taking corrective actions against them if they are not working properly and for any other integrity issue.
- Tracking sales goals and reporting results as necessary.
- Overseeing the activities and performance of the sales team.
- Coordinating with all the internal and external stakeholders.
- The ongoing training of your salespeople.
- Developing your sales team through motivation, counseling, and product knowledge education.
- Promoting the organization and products.
- Understand our ideal customers and how they relate to our products.
- Build the entire Distribution model. Handle the existing ones.
- Getting new Business and managing the existing the Clients.
- Managing the different sales channels. Developing the key channels.
- Collections.
- Any other task assigned by the Management.