

Job Opening

Territory Manager (Bangalore)

BIOLINKK

Regd Office

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Corporate Office

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Tel: (+91)-011-45035753/011-28753658

Job description

Key Requirement for the Position

B.E./B.Tech (Biotechnology) or MBA (Sales and Marketing) with 2 to 5 years of Experience in relevant industry

Job Description

Role: Area Sales Manager

Location: Bangalore

Key Responsibilities

Responsible for end to end ownership which includes sales, capturing of market insights and Major Initiative execution in the assigned geography. Effectively implement Key initiatives in assigned geographies in the areas of Distribution expansion, Dealer Management & Sales Operation.

The incumbent would report to the Sales Manager and be responsible for the following:

- Establish reasonable sales goals for the company based upon current market trends
- Prepare sales forecasts on a weekly, monthly or quarterly basis
- Analyse sales data in order to identify strengths and weakness of a particular promotion
- Achievement of Sales for assigned geography/assigned set of customers
- Network with potential customers and Dealers in an effort to promote and generate sales for certain products
- Drive Dealer Management by spotting the need for a dealer and achievement of Dealer wise sales objectives vs plan and also the achievement of secondary sales from customer direct approach
- Manage Key Accounts by capturing leads received in the market and convert them into opportunities.
- Present and analyse current sales figures to upper management
- Reporting to Sales Manager for sales data v/s target, technical queries and troubleshooting of customer grievances if any and work in team to facilitate conversion of opportunities. Cold calling in the assigned territory at customer's site to generate new inquiries and de-bottle the issues if any.
- Control the receivables (from dealers and customers) and balance confirmations in line with credit/advance payment policy. Proactively monitor financially stressed customers and dealers and take corrective action.
- Give timely feedback to Product Specialists/ Technical Service Manager on New products launched.
- Analyse sales data and work towards achieving higher share of Market.

What's On Offer

- The opportunity to work in employee friendly organisation and to develop personal and professional skills for future growth.
- Work in an organisation which delivers faced paced growth for performers

Send your Resume to below contact

Contact: Mrs. Cheshta Kapoor

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