

# JOB OPENINGS



1. **TERRITORY MANAGER (BANGALORE)**
2. **TERRITORY MANAGER (HYDERABAD)**

## BIOLINKK

**REGD OFFICE:** Billing Address:- Building no. 1333, Room No.412, 4th Floor, Durga Chamber,  
D.B.Gupta Road, Karol Bagh, New Delhi – 11000

**CORPORATE OFFICE:** Shipping Address- Third Floor, Block B1, Plot no.25, Community Centre,  
Janakpur, New Delhi- 110058 (Near Post Office-Jankapuri)

Web: [www.biolinkk.com](http://www.biolinkk.com)

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

## JOB DESCRIPTION

**KEY REQUIREMENT FOR THE POSITION:** B.E./ B.Tech (Biotechnology) with 2 (Two) to 5 (Five) years of Experience in relevant industry.

**JOB DESCRIPTION:** Role: Area Sales Manager, Locations: Bangalore, Hyderabad

### 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.
- Follow-up dealers and vendors for payments.
- 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**

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