https://be5x.in/career/area-sales-manager/

Area Sales Manager

Hiring organization
Be5x

Employment Type
Full-time, Part-time

Industry
it industry / it consulting,IT Hardware & Software Products, IT Services and IT Support

Job Location
All Locations of Gujarat (Villages / Cities)

Base Salary
Rs. 25000 - Rs. 50000

Date posted
August 6, 2024

Valid through
15.12.2024

Description

Job Requirements :

1. Sales and Business Development :
Develop and implement sales strategies to achieve revenue targets in the designated region.
Identify new business opportunities and maintain relationships with existing clients.
Conduct market research to understand customer needs and preferences.

2. Team Management :
Recruit, train, and manage the sales team.
Monitor and evaluate the performance of sales representatives.
Provide guidance and support to the sales team to achieve individual and team targets.

3. Customer Relationship Management :
Build and maintain strong relationships with key customers and stakeholders.
Ensure high levels of customer satisfaction by addressing customer queries and concerns promptly.

4. Market Analysis and Reporting :
Analyze market trends and competitor activities.
Prepare and submit regular sales reports to the senior management.
Provide insights and recommendations based on market analysis to improve sales strategies.

5. Product Knowledge :
Maintain in depth knowledge of it products and it industry
Conduct product presentations and demonstrations for customers and potential clients.

6. Sales Planning and Forecasting :
Develop and implement sales plans to meet sales targets.
Forecast sales and plan accordingly to ensure product availability.

Experian : 0-5 Yrs, fresher, internship.
Role: paid media management
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