

Darwin Platform Group of Companies

Job Description

Job Title : Regional Sales Manager
Reporting Line : Zonal Manager
Dotted Reporting : Sales Head

Roles and Responsibilities:

1. Monitoring and analysis of key data of the region allocated including sales figures, sales personnel, productivity ratios, etc.
2. Accurately forecasts weekly, monthly, quarterly and yearly volume.
3. Identifying the opportunity & problem areas, preparing the action plan for achieving the key Sales figures and presenting the Regional Sales reports.
4. Actively driving and surpassing sales target achievement, management of sales support function.
5. Monitoring dealer inventory and credit line.
6. Recruit, develop & ensure Retention of the respective teams by formulating their development plans, meeting their training needs, and communicating with them on a regular basis.
7. Record performance metrics and monitor key parameters to increase the overall productivity of the sales personnel.
8. Drive performance incentive structure and sales promotion schemes.
9. Market intel to develop management strategies and policies accordingly.
10. Market penetration and multiplication of sales opportunities.
11. To set up and deliver sales presentations, and product/service demonstrations on a daily basis with his/her team.
12. To ensure systematic follow-up with the dealers to understand business challenges at regular intervals.
13. To ensure that all payments are collected as per the company's payment terms.
14. Compliance of sales processes and requirements.
15. Conduct performance reviews for his/her team on regular basis.

Requirements and skills:

1. 5+ years of relevant sales experience with 3+ years of team handling experience.
2. Quick thinking and problem-solving skills
3. Excellent written, verbal, and interpersonal skills
4. Innovative vision and foresight to anticipate and create new opportunities that resonate with your customer
5. Aggressive self-starter who inspires a diverse team
6. Positive and enthusiastic attitude
7. Handles rejection well
8. Customer focus and result oriented approach

Qualification:

1. Degree or equivalent
2. Post Graduate Degree in Sales and/or Marketing preferred.

Additional Pointers:

1. Should be open to transfer to any other group company/department/location on the basis of management requirement.
2. Should be open to take additional responsibilities apart from the current scope of work.