

Darwin Platform Group of Companies

Job Description

Job Title : Area Sales Manager/Executive Sales
Reporting Line : RSM Sales
Dotted Reporting : ZSM

Roles and Responsibilities:

1. Must have experience in two wheelers sales
2. Identify market potential
3. Identify business opportunities and interact with prospective clients
4. Develop a dealer sales potential
5. Responsible for surpassing the sales target and improving the market share
6. Identify, qualify and cultivate new dealership leads through subscribed databases, publicly available sources such as LinkedIn, events, referrals, and follow-up calls
7. Schedule and conduct qualification calls for prospects in a clear and compelling way with a high level of passion for our solutions
8. Develop strong relationships with dealers
9. Communicate regularly with colleagues, management, and potential prospects
10. Streamline dealer sales process
11. Identify and suggest implementation on the scope of improvement in sales
12. Ensure implementation of the company designed offers/schemes by the dealer

Requirements and skills:

1. Hunger for sales
2. Excellent listening, negotiation and presentation skills
3. Excellent written, verbal, and interpersonal skills
4. Degree or equivalent

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.