

Job Description

Designation: Regional Sales Manager

No. of Positions: 3

Region: North, West, South

Essential Job Functions:

1. Sales & targets oriented for territory/region
2. Plan & coordinate regional sales operations to meet established goal/sales targets, expand existing markets and develop new markets in their territory/ region
3. Define & prepare long & short term business plan for next 3years targets & goals, and coordinate with executive management
4. More focused on day to day sales operation and dealer/ sales representative management
5. Build and train an effect network of sales representatives
6. Regular updates of product/services to sales representatives
7. Leads to sales process like(quoting, tracking, pricing, order booking, sales forecasting, warranty issues, out of warranty issues and payment collections etc.)
8. Monthly updates of sales order booking and forecasting
9. Maintain and updates the tender/quote/bid information/sales information(like tender win/lost/competitor pricing in tender etc.) regularly
10. Maintain/updates of consolidation sales information updates of territory/ region and prepare SWOT analysis
11. Read & scrutinize tender documents and make risk analysis. Close to work with marketing managers and coordinate marketing activities and require necessary documentations for bid/quote/tender
12. Organized, participate in sales meeting and project appropriate sales agenda of region
13. Should work closely with sales and application team
14. Should work closely with project management team
15. Support and guidance to junior & senior people in dept
16. Maintain & update products/services related information
17. Ability to direct daily work activity for their region/ territory
18. Continuously identify, measure & improve sales process

Qualification: B.E/ BS in Electrical engineering plus MBA

Experience:

- 8years of experience in Power sector, sales operation, planning & management
- strong writing, documentation & communication skills