

Sales Executive - 1 No

A competitive and trustworthy Sales Executive to help us build up our business activities. Sales Executive responsibilities include discovering and pursuing new sales prospects, negotiating deals and maintaining customer satisfaction. Excellent communication skills and feel comfortable reaching out to potential customers to demonstrate our services and products through email and phone, Ultimately, urge to meet and surpass business expectations and contribute to our company's rapid and sustainable growth.

Responsibilities

- ✓ Conduct market research to identify selling possibilities and evaluate customer needs
- ✓ Actively seek out new sales opportunities through cold calling, networking and social media
- ✓ Set up meetings with potential clients and listen to their wishes and concerns
- ✓ Prepare and deliver appropriate presentations on products and services
- ✓ Create frequent reviews and reports with sales and financial data
- ✓ Ensure the availability of stock for sales and demonstrations
- ✓ Participate on behalf of the company in exhibitions or conferences
- ✓ Negotiate/close deals and handle complaints or objections
- ✓ Collaborate with team members to achieve better results
- ✓ Gather feedback from customers or prospects and share with internal teams

Requirements

- ✓ Proven experience as a Sales Executive or relevant role
- ✓ Proficiency in English
- ✓ Excellent knowledge of MS Office
- ✓ Hands-on experience with CRM software is a plus
- ✓ Thorough understanding of marketing and negotiating techniques
- ✓ Fast learner and passion for sales
- ✓ Self-motivated with a results-driven approach
- ✓ Aptitude in delivering attractive presentations

Skills Information

MS Office / Advance Excel , SAP, Good Communication skill & eager to travel.
Action oriented and drive for results

Education: Any Degree

Relevant Experience : 1-2 Years of Experience in field Sales & Marketing

Training and Development- 1 No

Roles and Responsibilities :-

- ✓ Train and Develop Dealer Manpower and company executive to Processes in the designated State which is managed through remote mode.
- ✓ Build Customer Satisfaction by focusing on Process Adherence.
- ✓ Review the Pre Sales, Post Sales Reports, Composite Sales Satisfaction Scores and Mystery Audit reports to identify the gaps in Process Adherence.
- ✓ Review the adherence to Sales Story and Test Drives.
- ✓ Review the adherence of Process Circulars and Guidelines - Conduct Root Cause Analysis/ANALYSE CUSTOMER VOICE to identify the factors impacting Customer Satisfaction.
- ✓ Validate the Composite Action Plan for Dealerships to ensure Process Adherence in partnership with ASM.
- ✓ Update the Dealerships and ASMs on changes in the Process and address doubts.
- ✓ With the beginning of Digitization, several processes will get impacted.
- ✓ Share any key insights from reports such as TB, Pre sales, and Composite Sales Satisfaction Scores with the respective Dealership and ASM - Coach the SSI Champion, Delivery In - charge and Home Installation Executive on the various Sales Related Process Parameters.

- ✓ Concern Management/monitor and control in reducing concerns SSI events.
- ✓ Review of low performing dealers in terms of composite scores, proprietary scores, JDP syndicate scores and crusade RandR competition bench marking for continuous process improvement activities CSAT improvement Develop Dealer Manpower.

- ✓ Identification of Training and Development Needs for the Dealership Manpower (Both Functional and Leadership). Create the Training Calendar for the month by evaluating needs, Dealership Requirements and Area Office Inputs.
- ✓ Review the coverage on a monthly basis.
- ✓ Evaluate Manpower on the Job to determine Manpower Quality.
- ✓ Coach the trainer so that he/she is able to train and coach the Manpower on the job and conduct product training's.
- ✓ Review the Dealer HR with respect to the induction of New Manpower as per the defined process.
- ✓ Accountable for enhancing the productivity of the Key Manpower and Dealer HR.
- ✓ Engage and Retain Dealer Manpower.

Manpower Adequacy: Review the Dealership HR on Manpower Adequacy and Quality and the HR practices at the Dealership. Review the Dealership on the quality of HR Practices. Coach the Dealer HR on effective HR practices, employee engagement initiatives, Reward and Recognition practices and building a Culture of Agility and Responsiveness, Vibrancy and Passion.

Desired Candidate Profile : Dealer Manpower Training Exp. and Process Adherence

Education UG : B.Tech/B.E. in Any Specialization

Relevant Experience : 1-2 Years of Experience in Sales, Service & Marketing

Service Technician - 1 No

Capable to perform the service independently in two wheeler, must have interest to learn new technology, should have 2 years experience in any of the two wheeler dealership.

Education: ITI

Junior Technician - 1 No

Capable to perform the water washing and coordinating with stores for parts collection , must have interest to learn new technology, fresher is also OK.

Education: ITI