

Responsibilities

1. Present, promote and sell products/services using data and solid arguments to existing and prospective customers/dealers.
2. Perform cost-benefit and needs analysis of existing/potential customers to meet their needs.
3. Establish, develop and maintain positive business and customer relationships
4. Reach out to customer leads through cold calling and generating more leads through marketing and other activities.
5. Expedite the resolution of customer problems and complaints to maximize satisfaction.
6. Achieve agreed upon sales targets and outcomes within schedule.
7. Focus on collections - All the money should come within 30 days.
8. Coordinate sales effort with team members and other departments.
9. Analyze the territory/market's potential, track sales and status reports.
10. Prepare weekly and monthly reports.
11. Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
12. Keep abreast of best practices and promotional trends.
13. Developing existing dealers and expanding the dealer network.
14. Training dealers on product.
15. Plan the marketing activities in his region.
16. Complete account management for the dealers/customers.
17. Continuously improve through feedback.

Requirements

1. Proven work experience as a Sales Representative
2. Knowledge of MS Office
3. Familiarity with CRM practices along with ability to build productive business professional relationships.
4. Highly motivated and target driven with a proven track record in sales.
5. Excellent selling, communication, prioritizing, time management and organizational and negotiation skills.
6. Ability to create and deliver presentations tailored to the audience needs
7. Relationship management skills and openness to feedback.

1. Target on dealer acquisition, sales and collection.

* Performance pay on product knowledge, dealers and demographics.