

Position Details

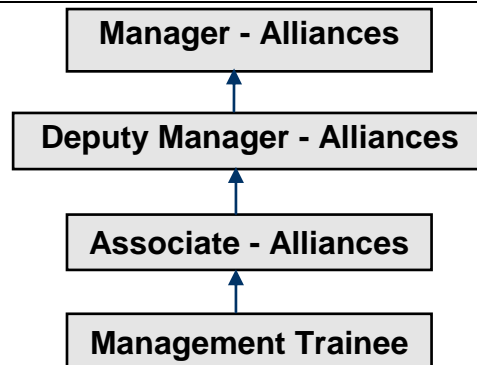
Role	:	Management Trainee
Vertical	:	Sales Finance
Function	:	General
Reporting Position	:	Manager – Alliances
Role on Completion of Probation Period of 12 Mths	:	Associate - Alliances

Organization Structure

Summary of the Position

- Responsible for Manufacturing Tie Ups and Relationship Management for consumer durable and digital product loans.

Organization Chart



Qualifications / Skill / Certifications

- Strong Inter-personal, relationship building and leadership skills
- Good Articulation ability, decision making and Leadership Skills
- Entry level knowledge of Sales terminologies and key account management

Role & Responsibility

- Build strong manufacturer relationships and ensure competitiveness of the product offering in the market
- Manage subventions from Manufacturers and timely recovery by follow up on payments and ensure all the payments received are accounted correctly.
- To introduce new special schemes for the season and Manage/ motivate sales teams to deliver revenues through these innovative schemes.
- Managing of scheme master maintenance on regular basis to ensure all the Schemes/Models masters are correctly maintained on the system.
- To work closely with the sales team to penetrate the market by identifying new brands in market and getting the tie ups done.
- Regular Business Visits to manufacturers to share our developments and understand their routine business requirements to increase our market share of CD financing
- Managing Reconciliations and Audits for Manufacturers.
- Managing of various joint marketing activities and campaigning to push up the sales for the manufacturer.