

Position Details

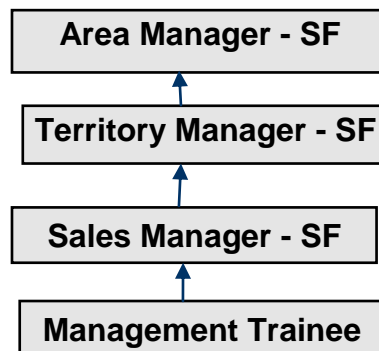
Role	:	Management Trainee
Business Vertical	:	Sales Finance
Function	:	Sales
Reporting Position	:	Area Manager - SF
Position on Completion of Probation Period of 12 Mths	:	Sales Manager - SF

Organization Structure

Summary of the Position

- Managing Consumer Durable and Digital Product business through teams at specific dealer counters in the assigned area or region.
- Identify business opportunities and prepare proposals for acquisition of new POS (POINT OF SALES).

Organization Chart



Qualifications / Skill / Certifications

- Entry level knowledge of Core Banking and Financial terminologies
- Good Written and Communication Skills
- Attention to details

Role & Responsibility

- Responsible for dealer network relationships and expansion
- Managing sales profitability and target accomplishments for the assigned dealerships.
- Handle dealer requirements and complaints and co-ordinate with the support teams to resolve complaints.
- Planning & execute sales promotion plans & activities.
- Effective cost management.
- Conducting detailed market study to analyze the latest market trends and tracking competitor activities
- Evolve local market specific selling strategies