

JOB TITLE	REPORTS TO
Sales Manager – Auto Loans	Territory Manager - Auto Loans
JOB ROLE	
<ul style="list-style-type: none"> • Achievement of business plan targets in terms of volume growth, product mix and market share. • Responsibility for Dealer network management & expansion. • Promotion of business & Institutional sales. • Planning & executive sales promotion plans & activities. • Effective cost management. • Conducting detailed market study to analyze the latest market trends and tracking competitor activities and providing valuable inputs for fine tuning the selling strategies 	
KEY RESPONSIBILITIES	
<ul style="list-style-type: none"> • Strong commercial and business acumen • Strong customer focus • Excellent communication and presentation skills. • Strong analytical and problem solving skills. • Knowledge of service and warranty system. 	
SKILLS/COMPETENCIES REQUIRED	
<ul style="list-style-type: none"> • Graduate • 3-5 yrs. experience in Auto Loans business is a must. • Good communication and pleasing personality. • High level of Self Drive/Enthusiasm 	