

Position Details

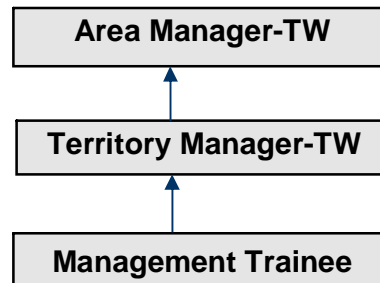
Role	:	Management Trainee
Business Vertical	:	Two Wheeler
Function	:	Sales
Reporting Position	:	Territory Manager-Two Wheeler
Position on Completion of Probation Period of One Year	:	Sales Manager-Two Wheeler

Organization Structure

Summary of the Position

- Reports Into the Territory Manager Two wheeler business at that particular Location
- Responsible for Managing a Sales Team towards delivering Sales & Portfolio Targets

Organization Chart



Qualifications / Skill / Certifications

- Entry level knowledge of Sales terminologies
- Good Communication Skills
- Self – driven, aggressive & enthusiastic

Role & Responsibility

- Manage Two Wheeler Business through teams at specific dealer counters in the assigned area or region
- Manage a team of sales officers and drive to achieve set parameters
- Achieve target Nos. / Value (Logins and disbursements), Cross sell
- IRR, PF, Doc Charges, Insurance penetration
- PDD Collection – Invoice, Insurance, RC's
- SO /SSO Productivity
- Ensure TAT, FTR of cases login and disbursed.
- Track and provide solution for the non-starter cases
- Regular Audit of line team and compliance adherence to prevent Frauds.
- Recruitment, training and handholding of SO/SSO.
- 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.
- Demand Generation Activities: Planning & execution of sales promotion plan.
- Market intelligence.
- Evolve local market specific selling strategies.