

AADM - Bangalore

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Company: Ontrack HR Services Pvt LTD

Location: India

Category: other-general

Job Description

Agent Recruitment:

Develop various sources of agent hiring & build a team of agent & agent pipe line.

Conduct activity to enhance existing agent footfall to generate fresh referral for new agent hiring.

Agent Development:

Ensure product knowledge by ways of training, giving proper Field demonstration (FODs).

Planning and reviewing of activities and goals.

Meet Business targets Achievement of monthly, quarterly & yearly business plans.

Improve agent productivity

Customer Centricity:

Follow companies sales practice to develop customer loyalty

Ensure customer queries are responded on-time and satisfactorily as per company standard.

Interview Process

- Ø Online Test
- Ø 1st Round of Interview with OH
- Ø 2nd Round of Interview with RM
- Ø HR round
- Ø Document Collection

Designation - AADM (Associate Agency Development Manager)

1. Age- 23 to 35 Yrs.
2. **Graduates only**
3. **2+years of experience in field sales.**
4. Open to any industry
6. Locals with 2 wheelers
7. **CTC- 3.5L (Fixed) Plus Variable Incentive**

Requirements

DESIRED QUALIFICATIONS AND EXPERIENCE Graduate in any discipline At least 5 - 6 years in sales and 4 - 5 years in conducting sales training At least 12 months experience as Sales Development Manager. Competence in knowledge about products, processes etc. and training skills To handle AP, Telengana and Karnataka

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