

Area Sales Manager - Bangalore

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Company: Avana Medical Devices Pvt Ltd

Location: India

Category: other-general

Job Description

Area Sales Manager: Job Description

Job Summary:

We're seeking a results-driven Area Sales Manager to lead our sales representatives in a designated area. Your role involves achieving and surpassing sales targets while staying informed about industry trends that could impact our offerings.

Responsibilities:

- **Territory Mapping:** Identify potential and conduct planned customer visits within the assigned area.
- **Sales Targets:** Meet and exceed sales goals for the territory.
- **Customer Acquisition:** Identify and acquire new customers, as well as upsell to existing clients.
- **Relationship Building:** Foster strong relationships with key accounts.
- **Technical Support:** Provide on-demand technical assistance in operating rooms.
- **Coordination:** Collaborate with cross-functional teams for smooth product and service delivery.
- **Reporting:** Prepare regular reports and contribute to performance review meetings.
- **Market Analysis:** Analyze market trends and competitors and devise response strategies.
- **Distribution Network:** Develop and manage an effective distribution network to boost sales.

- Performance Updates: Provide periodic sales operation reports to supervisors.
- Data Interpretation: Analyze and interpret sales records and customer accounts.

Requirements:

- Education: degree or PG in science, sales, marketing, or business administration.
- Experience: demonstrated success in a similar role.
- Communication: excellent communication and interpersonal skills.
- Self-Driven: Proven track record of meeting or exceeding targets.
- Team Player: Strong ability to build relationships across all organizational levels.
- Location: Specify willingness to travel if applicable.

Requirements

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