

## Area Sales Manager

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Company: Mahindra Rise

Location: Sri Muktsar Sahib

Category: other-general

### Company:

Mahindra Summit Agriscience Ltd. Responsibilities & Key Deliverables Ensure adherence to the various guidelines concerning credit controls, marketing schemes spent effectiveness / deployment, debtor's management, Zonal expense monitoring and control. Set Credit Limits as per guidelines set by National Credit Head Refer exceptions along with facts, assessment and recommendation to the National Credit Head Meet High Risk / High Value Dealers to facilitate review / audit / propose risk mitigation plan Comment on BDRG plans received from Area Offices and influence them to take stretch targets. Assist Credit Team/ DWCM team in delivering the objectives: Viz process review / Roll out of financial products / resolution of issues of bankers etc. Disseminate MIS and co-ordinate with Zonal Heads / Area Managers to ensure that stretch targets are taken. Proactively provide early warning signal in respect of financial position / business prospects of any Dealer. Ensure robust statutory compliance covering Sales Tax, Entry Tax, Professional Tax, C/F Forms collections, Sales Tax Assessments and other local statutes governing the operations of Area Office Intelligence MIS / Reports based on market scan / competition. Continuous evaluation of Dealer Profitability and viability. Other Budgeting and monitoring of actuals Review compliance with internal controls on purchases, payments, incentives, promotion spends, in the Area Offices under the Zone. Provide counsel to Zonal Managers & Area Managers in respect of Commercial issues including Expenses control, Working Capital Management, Credit and resolution of issues / claims raised by Dealers Groom and develop Area office Accountants. Carry out / arrange Audits of Area Offices / Stock Yards /

Dealers etc and ensure reconciliation of Accounts with Dealers.Experience5- 10 YearsIndustry  
PreferredQualificationsBCom / McomGeneral Requirements

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