

RTM Varanasi

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Company: Airtel

Location: India

Category: other-general

Key Deliverables • Strengthen the distribution and sales network by increasing the SIM & Data Selling Outlets to the maximum possible extent in the assigned territory. Ensure existing customers are adequately serviced • Understand the market demographics and drive sales strategy according to customer segments • Drive the basic distribution parameters such as Channel profitability and Channel satisfaction • Initiate active relationship management programs through continuous and effective engagement with Retailers and Field Sales Executives (FSE) • Increase value for Partners . Distributors, Retailers and Field Sales Executives through systematic marketing and merchandising activities • Develop timely Market Intelligence reports, detailing the changing customer trends and competitors' performance • Work closely with the network team to understand and improve mobile network in the markets **Skills Required**• Ability to ensure excellence in execution • Ability to collaborate and work with large teams • Analyze data and draw insights • Consultation, facilitation and selling skills • Enterprising and ability to convince stakeholders • Basic computer literacy MS Office – Excel **Educational Qualifications** Full Time graduate, preferably MBA/ PGDM **Work Experience**• 1-4 years of Sales Experience Preferably Telecom/FMCG

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