

Territory Sales In Charge

[Apply Now](#)

Company: Peak Scientific Instruments Ltd

Location: India

Category: other-general

Territory Sales In Charge - South India - Bengaluru - India

Sales Ref: 828 Date Posted: Monday 19 Jun 2023 [LinkedIn](#)[Facebook](#)[Twitter](#)

Job Title: Territory Sales In-Charge

Business Unit: Sales

Location: Bengaluru, South India.

Direct Reports: No

The Job:

Accountable for all sales activities, from lead generation through close in an assigned territory.

Develops and implements agreed upon Business Plan which will meet both personal and business goals of expanding customer sales in the assigned geography. Works with the sales and support teams for the achievement of customer satisfaction, revenue generation, and long-term account goals in line with company business strategy.

Responsibilities: (Broad job responsibilities – not limiting to the following):

Creating and managing sales funnel and contribute to the regional achievement

Delivery of monthly and quarterly orders and sales forecast

Developing and delivering proposals to customers by illustrating Peak Scientific's value proposition.

Ensuring market penetration to ensure all products are visible in the targeted segment

Tracking competitive activities and implementing countermeasures to ensure Peak

Scientific's continued leadership in the gas generator market

Ensure receivables are on track and payments realised

Sell consultatively, detailing products, determine customer needs and requirements, and makes recommendations of the various solutions we can offer their business.

Build and sustain relationships with customers and ensure customer loyalty.

Represent and develop strong relationships with OEM manufacturers & KAM accounts.

Will work with all Jr. colleagues in the region and seek responsibility for their business growth and as well as developing them.

Experience & Skills:

Excellent communication and team interaction skills, routinely interacting with customers, manufacturers, and Peak Scientific employees

Ability to carry a business conversation with stakeholders and decision makers

Ability to work independently and successfully manage time

Excellent analytical skills and ability to sell strategically within an account

Ability to understand individual customer operations

Willingness to travel to customer locations

Qualifications & Experience

Graduate in Science / commerce (B.com) (Having PG in Science / Commerce/ Business is added advantage)

At least 10 years of Experience in sales in related industry

Living by the Peak Values

Respect customer, supplier, colleague

Freedom with responsibility

Restless constantly striving to improve

[Apply Now](#)

Cross References and Citations:

1. [Territory Sales In Charge Veterinaryjobs Jobs India Veterinaryjobs ↗](#)
2. [Territory Sales In Charge Chemistryjobs Jobs India Chemistryjobs ↗](#)
3. [Territory Sales In Charge Singaporejobs Jobs India Singaporejobs ↗](#)
4. [Territory Sales In Charge Tradingjobs Jobs India Tradingjobs ↗](#)
5. [Territory Sales In Charge Thecareerjobs Jobs India Thecareerjobs ↗](#)
6. [Territory Sales In Charge Hollywoodjobs Jobs India Hollywoodjobs ↗](#)
7. [Territory Sales In Charge Makkahjobs Jobs India Makkahjobs ↗](#)
8. [Territory Sales In Charge Internjobs Jobs India Internjobs ↗](#)
9. [Territory Sales In Charge Visualcontentcareeropportunities Jobs India Visualcontentcareeropportunities ↗](#)
10. [Territory Sales In Charge Lebanonjobs Jobs India Lebanonjobs ↗](#)
11. [Territory Sales In Charge Luxembourgjobs Jobs India Luxembourgjobs ↗](#)
12. [Territory Sales In Charge Trendzfurnitures Jobs India Trendzfurnitures ↗](#)
13. [Territory Sales In Charge Findsalesjobs Jobs India Findsalesjobs ↗](#)
14. [Territory Sales In Charge Highestpayingjobs Jobs India Highestpayingjobs ↗](#)
15. [Territory Sales In Charge Ecommercejobopportunities Jobs India Ecommercejobopportunities ↗](#)
16. [Territory Sales In Charge Insurancejobs Jobs India Insurancejobs ↗](#)
17. [Territory Sales In Charge Londoncareerhub Jobs India Londoncareerhub ↗](#)
18. [Territory Sales In Charge Dataanalyticsjobs Jobs India Dataanalyticsjobs ↗](#)
19. [Territory sales in charge Jobs India ↗](#)
20. [AMP Version of Territory sales in charge ↗](#)
21. [Territory sales in charge India Jobs ↗](#)
22. [Territory sales in charge JobsIndia ↗](#)
23. [Territory sales in charge Job Search ↗](#)

24. Territory sales in charge [Search ↗](#)

25. Territory sales in charge [Find Jobs ↗](#)

Source: <https://in.expertini.com/jobs/job/territory-sales-in-charge-india-peak-scientific-inst-2eb2d480fa>

Generated on: 2024-05-03 by Expertini.Com