

## TERTIARY SALES MANAGER

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Company: CONNECTING 2 WORK

Location: india

Category: other-general

Responsibilities:Traveling throughout an assigned territory to train and guide company sales representatives.Maintaining solid working relationships with customers by ensuring that their needs are met and resolving complaints in a timely manner. Continually meeting or exceeding sales targets by persuading customers within an assigned territory to purchase company products and services.Analyzing sales and marketing data to determine the most effective sales and marketing techniques.Developing innovative sales strategies to increase sales within an assigned territory. Conducting surveys to better understand customer needs. Attending trade shows to promote company products and services.Ensuring that brand awareness within an assigned territory meets company expectations. Motivating Sales Representatives to achieve sales quotas and evaluating their performance based on their ability or inability to achieve sales quotas.Monitoring competitors' sales activity within an assigned territory.Territory Sales Manager RequirementsBachelor's degree in business administration, business management, marketing, or related field is preferred. Proven experience working as a territory sales manager. Proficient in all Microsoft Office applications. The ability to work in a fast-paced environment. Strong organizational and leadership skillsExcellent analytical and problem-solving skills.Sound negotiation and consultative sales skills. Effective communication skills. Exceptional customer service skills.

1. Candidate should be experienced in FMCG Line products
2. Recently relieved from any existing Food Production Company
3. Qualified basically with degree or equivalent.

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