

Zonal Sales Manager For tractor finance in a leading NBFC

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Company: Skill Ventry

Location: Bhopal

Category: other-general

Roles and Responsibilities

Leading the zone to achieve set targets on a month on month basis, delivery of volumes, IRR , Fee. Responsible for the P&L of the Zone

Ensure that the zone cross sell targets are met

Lead the zonal business & market expansion by identifying & directing the launch of new locations and leverage L&T Ecosystem for expanding business

Oversee the execution of planned distribution strategies for different products and customer segments across the zone.

Development of cost effective channels; maintaining effective relationship with channel partners at the Zonal level

Monitoring productivity of DST/DSA at the zonal level

Ensure delivery of region wise and product wise disbursal volumes, revenues and yield targets

Ensure implementation of an appropriate sales management system to track sales force productivity & performance

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