

Sri Devi Group

<https://www.sridevigroup.co.in/job/area-sales-manager/>

Area Sales Manager

Description

- Maintaining and increasing sales of the company's products
- Searching for new markets for business expansion
- Reaching the targets and goals set for that area
- Establishing, maintaining and expanding customer base
- Servicing the needs of existing customers
- Increasing business opportunities through various routes to the market
- The ability to motivate and lead a team
- Setting sales targets for individual sales staff and self-team as a whole
- Recruiting and training sales staff
- Allocating areas to Sales staff
- Developing sales strategies and setting targets
- Monitoring team's performance and motivating them to reach targets
- Compiling and analysing sales figures
- Dealing with major customer accounts
- Collecting customer feedback and market research
- Reporting to Business Heads/Operations Heads
- Keeping up to date with products and competitors
- Preparing reports and compiling data

Hiring organization

Sri Devi Group

Employment Type

Full-time

Job Location

Hyderabad, Telangana, India

Date posted

December 21, 2023