

SACS POWER Private Limited

EMPLOYEE REQUISITION FORM

ERF No.:

ERF Date: **05/06/2018**

Date Required: **Immediate**

Position Title:	SALES MANAGER	No of Positions:	10
Business Unit:	PCE	Location:	Chennai (1), Coimbatore (1), Salem (1), Madurai (1)
Division	NA	Department:	SALES
Proposed Grade:		Will report to:	Head – Sales & Marketing
Type of Vacancy:	<input checked="" type="checkbox"/> Permanent <input type="checkbox"/> Contract (From:To:)		
Interview Panel Members	Director, Sales Head (Respective regions)		

CANDIDATE PROFILE		
Qualifications:	Compulsory:	Any Degree
	Desired	Diploma Electrical / Mechanical / Electronics or B.E: - Electrical / Mechanical / Electronics
Experience:	Years:	5 to 7 years (as Sales Executive)
Skills Set:	Primary Skills:	SALES of an engineering product or solution with monthly TARGETS in a diversified industry segment like Manufacturing industry, Commercial, Residential Complex etc. Key areas of exposure: <ul style="list-style-type: none"> Lead Generation & Opportunity assessment Sales Pipeline (Funnel) Management Solution (VALUE) selling Prospect & Customer relationship management Dealer Management Working new markets and tap business opportunity Team handling and support to junior executives Communication skills: <ul style="list-style-type: none"> English & Tamil Driving of 2-wheeler is a must
	Secondary Skills:	Collection management Usage of IT System / MS Excel (Sales tracking & Control)

SACS POWER Private Limited

	Work Exposure:	Preferably in GENSET Sales with OEM / Dealer of brands such as Kirloskar (KOEL), Leyland, Mahindra Powerol, Cummins, Sunbeam Generators, Genlite, Powerica, Genesis, OJUS, RaPower etc.
--	-----------------------	---

JOB PROFILE	
Job Description:	<ul style="list-style-type: none"> ▪ Searching for new prospects who could benefit from our products in a designated region ▪ Travelling to visit potential clients ▪ Establishing new, and maintaining existing, relationships with customers ▪ Managing and interpreting customer requirements ▪ Persuading prospects that a product or service will best satisfy their needs ▪ Prepare & submit quotations after taking internal approvals ▪ Participate in negotiations of contract terms & closing of sales ▪ Administering client accounts ▪ Analysing costs of sales ▪ Preparing reports for head office ▪ Meeting regular sales targets ▪ Recording and maintaining client contact data ▪ Supporting marketing by attending trade shows, conferences and other marketing events ▪ Making technical presentations and demonstrating how a product will meet client needs ▪ Providing pre-sales technical assistance and product education ▪ Liaising with other members of the sales team and other technical experts ▪ Collection of payments for the collected orders ▪ Training and Handholding of team members in the field ▪ Market Network Development ▪ New markets and segments development
KRA:	<p>Meet Sales Targets</p> <p>Business Development</p> <p>Customer Satisfaction</p>
Proposed Career Path:	Branch / Area / Territory Manager, Sales Head
Reporting Structure:	Head – Sales / Territory Manager
Compensation (CTC)	INR 2,50,000 – 3,60,000 per annum

SACS POWER Private Limited

Signature & Date:

Initiating Manager

HR HEAD

DIRECTOR