POSITION, s – Key account Manager/Regional Sales Manager

1. **Job Identification**

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| Job Title / Designation | Key Account Manager |
| Department | Sales |
| No. of Positions Requested | 1 |
| Salary Grade | JM3/MM1 |
| Work Location | South Region |
| Position Reports to (Designation) | Regional Sales Head/Sales & Marketing Head |

2**. Position Requirements**

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| --- | --- | --- | --- | --- |
| Qualification Details | Diploma | Yes | Graduation | B.Tech/BE –  Electronics & Communication |
| Post-Graduation | Yes | Other Skills | Exp. Required in Same Industry |
| Experience Requirement | No. of Years with Salary | 1. Key Account Manager/RSM: 10 to 12 Note:- salary subject to the current salary & competency of the individual. | | |
| Responsibilities | * Revenue Generation from Existing Customers (Lighting, Automotive, Industrial Segment). * New Business Development by the help of new customers additions. * Responsible for Collection against sales. * Esurance for Material shipment on time at Customer end. * Support for reduction in bad debt amount. * Retention of Customers. * Good Customer Connect. * Should have team Handling Skills. | | | |
| Skills/Competencies | Team Lead, Integrity, Sales Skill, Good Communication, Leadership Skills. | | | |