

JOB RESPONSIBILITIES

Position	Regional Manager
Location	Andhra Pradesh, Bangalore, Karnataka & Kerala
Experience	15-20 years
Company	Stecol International Pvt Ltd

Responsibilities:

- Relevant experience in specific to TMT bars market
- Will be responsible for driving business development for region and will be reporting to the zonal Head, South
- Establishes sales objectives by forecasting and developing annual sales quotas for regions and territories and projecting expected sales volumes and profit for existing and new products
- Maintains sales volume by tracking changing trends, economic indicators, competitors and supply and demand.
- Negotiate and close agreements with large customers
- Prepare monthly, quarterly and annual sales forecasts
- Identify new potential customers and new market opportunities
- Liaise with Marketing and Product Development departments to ensure brand consistency
- Meeting with new Traders and consumers in respective regions
- Applying for approval of Essar TMT in projects in respective regions
- Arranging for customers Plant visit and follow up for approval
- Tying up with new distributors and Dealers across the region.
- Accompanying customer's quality team and project managers to plant as and when inspection is required.
- Co-coordinating with finance team for approval of Bank Guarantee for some customers.
- Networking in the region