

Job Description

Position Title: Assistant Manager (Sales & Marketing)

Grade: M-10

Location: Gujarat (North & Central)



1. ACCOUNTABILITIES

- Meeting with new Traders and consumers in respective regions
- Co-Ordinating between customers and logistics team for day to day dispatches
- Co-Ordinating with customers for day to day payments
- Networking in the region
- Maintaining good business relationship with dealers
- Candidate should be conversant with local Language (Gujarati)
- Sales and Business Development
- Follow up with the customers regularly
- Implement timely after-sales support to effectively address customer inquiries

2. KEY DECISIONS

Made by Jobholder:

- Taping the right dealer
- Assessing the market and generating revenue

Recommendations to superior:

- Updating the management with regards to market scenarios

3. INTERACTIONS

Internal Interactions:

- Sales team
- Billing & Logistics

External Interactions:

- Interactions with Dealers

4. SKILLS & KNOWLEDGE

Educational Qualifications & Certifications:

- Graduate with relevant experience in the field of TMT bars

Total Years of Experience:

- **Total Experience:** 2-5 years

Functional Skills:

- Networking / Market Intelligence
- Commercial Acumen

Behavioural Skills:

- Ability to work with the team
- Interpersonal communication
- Customer focus
- Result & quality orientation