

## DEPUTY NSM

### Description

#### Candidate profile:

1. Experience: 15 years in apparel industry.
2. Education: Graduate.
3. Fluent in English, Hindi and other regional languages.

#### Responsibilities

1. Market expansion: Identify and establish new market areas while enhancing performance in existing markets.
1. Sales Team Management: Supervise and guide sales managers, sales officers, ensuring their adherence to sales strategies and targets.
1. Sales planning and Target setting: Develop comprehensive sales plans and set achievable targets in alignment with overall business goals.
1. Distributor appointment: Facilitate the selection and appointment of distributors to expand market penetration.
1. Sales team recruitment.
2. Target development: Formulate weekly, monthly, and seasonal sales targets to drive consistent performance.
1. Sales strategy implementation: Introduce and implement innovative sales strategies to maximize market opportunities.
1. Sales forecasting: Predict and plan sales volumes, analysing historical data and market trends.
1. Ensuring product placement in MBO's.
2. Payment follow up: Monitor and follow up on customer payment outstanding to ensure timely collection.
1. Market Analysis: Analyst market trends, competitor activities, and customer needs to identify growth opportunities.

#### Qualifications

1. Business development.
2. Team Management.
3. Customer management.
4. Interpersonal skills.
5. Strong communication.
6. Microsoft Excel.

#### Hiring organization

Pulse HRM

#### Employment Type

Full-time

#### Job Location

Chennai

#### Date posted

October 25, 2024

#### Valid through

29.11.2024