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REGIONAL SALES MANAGER (RSM)

Hiring organization
Pulse HRM

Employment Type
Full-time

Job Location
Chennai

Date posted
October 25, 2024

Valid through
29.11.2024

Description

1. 10-15 years of experience in the apparel industry.
2. Undergraduate degree.
3. Fluent in English, Hindi and regional languages.

Responsibilities

1. Achieve regional sales human resource goals by recruiting, selecting, orienting, training, assigning, scheduling, coaching, counselling, and disciplining employees in assigned districts.
2. Resolve problems, conduct audits, identify trends, propose regional sales system enhancements, and implement necessary changes.
3. Meet regional sales goals by forecasting requirements, developing an annual budget, scheduling expenditures, analyzing variances, and initiating corrective actions.
4. Establish sales objectives by crafting a sales plan and quota for districts in alignment with national objectives.
5. Develop promotional campaigns and strategies to drive sales.
6. Monitor sales performance metrics, analyze data, and prepare reports for senior management.
7. Conduct regular sales meetings and training sessions to ensure the team possesses the required skills and knowledge.
8. Represent the company at industry events, trade shows, and conferences to promote products and services.
9. Negotiate contracts and agreements with clients to secure profitable deals.

Qualifications

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

SALARY: Rs. 60,000 to Rs. 70,000