

Role Title: Branch Manager

- ▶ To own and ensure Branch sales targets are met, adequate pipelines are created, new business opportunities are explored and the regional team is developed
- ▶ Operate as a Business Unit Head for the respective Branch

Primary Responsibilities

- To lead the team and ensure achievement of sales target for the region
- Carry and achieve personal sales target (in addition to the target for team individuals)
- Develop business control over customers and vendors to be able to deliver above-average business results
- Manage customer relationships and take necessary actions on a regular basis to ensure complete control over customer base
- To develop a deep understanding of the market and industry in the region and deploy sales and marketing strategies to tap the potential of the market
- To coach and provide required support to team, to enable them to achieve their individual targets and grow professionally
- Planning, execution and participation in various marketing events and broadcast shows
- Plan manpower requirement, recruit and guide team members
- Responsible for timely collection of due payments
- Forecast and manage sales on a quarterly basis; maintain a sales pipeline as per target and market scenario
- Manage profitability of the region, as per business guidelines of the company

Role Requirements / Specifications

Knowledge & Skills	<ul style="list-style-type: none"> • Ability to own and drive business unit independently • Strong negotiation skills • Ability to formulate plans and strategies with a particular market scenario • Willingness to learn about the industry • Demonstrate high energy • Develop and manage a result-driven, high-performance team • Patient and willing to mentor team to achieve individual goals • Languages known- Hindi and English
Work Experience	<ul style="list-style-type: none"> • 8-12 years of minimum work experience in sales (enterprise sales)
Educational Qualifications	<ul style="list-style-type: none"> • MBA in Sales will be an advantage