

Job description - Area Sales Manager (ASM):

Job Title: Area Sales Manager (ASM)

Reports to: Regional Sales Manager

Location: Discussed location

Working Days: 6 Days

Job Summary:

We're seeking an experienced Area Sales Manager to lead our sales efforts in assigned territories. The ideal candidate will be responsible for driving sales growth, managing relationships with existing customers, and identifying new business opportunities.

Key Responsibilities:

- Achieve sales targets and revenue growth in construction and commercial sites.
- Build and maintain relationships with key decision-makers.
- Manage accounts, identify new opportunities, and resolve complaints.
- Pursue new business in assigned territories.
- Analyse market trends, competitors, and customer needs.
- Provide sales reports to the Regional Sales Manager and prepare quotations up to 22 LPA.
- Conduct on-site meetings with contractors/builders for sales.
- Must be willing to travel up to 50% of the time and own a two-wheeler.
- Must have coordination with its Team.
- Must share daily activity plan in the beginning of the day and must share end of the day report with the reporting managers.

Requirements:

1. Bachelor's degree in Business Administration, Marketing, or a related field.
2. 5+ years of sales experience in a similar industry, with at least 2 years in a sales management role. Must have 3+ years of field sales.
3. Skills: Excellent sales, leadership, and communication skills.
4. Willingness to travel frequently to assigned territories (up to 50% of the time) and must have own vehicle.
5. Candidate must have had experience in Industrial and Construction Site.

What We Offer:

1. Competitive Salary as per industrial norms
2. Performance-based incentives to reward outstanding sales performance.
3. Comprehensive benefits package, including health insurance, retirement plans, and paid time off.
4. Professional development opportunities to enhance skills and advance your career.

Company:

Msafe Group is a renowned Aluminium scaffolding Sale, Rent & Manufacturer in India. We provide customized work-at-height solutions.

Website: www.msafegroup.com