

Godrej

Job Description	He / She will be responsible for the sale of Vending Solution Business (Consumables Service) under the respective Branch. The candidate will also be responsible for:- - Market coverage in clusters - Achieving sales volume/business targets (No. of New Installations), - Control stocks, - Handle major key accounts - Give Demonstrations to prospective customers - Developing sales strategies, - Build required rapport with the Key Accounts in the assigned territory. - Coordinate with Service for Pre Installation of site - To study competitor activity in the assigned territory & give relevant feedback to Team Head / Branch Head
About Godrej	Godrej and Boyce Mfg. Co. Ltd, PRIMA Division : Godrej Prima is engaged in the business of: <ul style="list-style-type: none">✓ VENDING - A leading manufacturer of high quality table top beverage Vending Machines for the world market in collaboration with M/s Veromatic International, Netherlands.✓ AUDIO VISUAL SOLUTIONS - Bringing a spectrum of hi-tech Conference Solutions.✓ BATTERIES - Specially designed batteries for various applications.
Roles & Responsibilities	Achieving business targets of Sales Volume, & Stock as per norms <ul style="list-style-type: none">✓ Key Account Management✓ Formulating sales strategies✓ To achieve the required New Installations in the assigned territory / clusters✓ Interacting & co-ordination with Marketing, CRM, Service, CRT & Logistics etc. whenever required.
Location	Bangalore and Mumbai
Qualification	UG: Any Graduate PG:MBA/PGDM Essential Qualification: Graduation in any discipline with minimum 60% marks Preferred Qualification: Post Graduation in Management (Marketing)
Work Experience	Essential Experience: 1 - 3 Yrs. sales Essential: 1. Negotiation skills. 2. Analytical skills. 3. Interpersonal Skills. 4. Result Orientation. 5.Communication skills
Contact Person	Interested Candidates, may forward their resume on joyeeeb@ibsindia.org or ajitpatil@ibsindia.org