Idea Cellular Limited	
Position	Territory Sales Manager
Job Description	Execute various sales activities and strategies to achieve set business targets of acquisitions  Coordinate with DSEs to achieve Gross Ads, Net adds, MNP - Port ins by taking new initiatives Maintain the quality of Acquisition to increase Gross VLR percentages Perform and coordinate specific market activities like camps or tent activities for migration of ZU customers to quality customers and/or making LUTs profitable  Execute various sales activities and strategies to achieve set business targets of revenue  To drive the distributors' team by executing various sales programs (new schemes/promotions/trade engagement etc.) to achieve Gross adds as per budget To achieve Primary Recharge Target as per product mix to achieve the monthly primary recharge targets Coordinate with retailers for various market promotional activities such as up selling or by promoting high FRC which would help increase revenue and achieve the set target  Maintain and manage channel partners by ensuring better relations and communication to achieve high productivity levels from channels  Identify and appointment new channel partners by following and implementing prescribed norms To achieve the revenue targeted from the assigned area
	<ul> <li>Ensure whether FOS appointment, manpower staffing and market activity is being done for the product to get sold in the market through which targeted revenues can be achieved</li> </ul>
	<ul> <li>Review and resolve valid queries pertaining to claims stocks, settlements, finance, profitability etc. to ensure improved productivity levels from the channel partner and retailers side</li> </ul>

About Idea Cellular Ltd.	To comply with policies & processes with reference to sales function and training team members to keep them up to date with plans & process improvements  • To drive & implement on control measures, initiatives to ensure quality and 100% statutory CAF compliance • Maintain daily/weekly/monthly MIS to track productivity  Idea Cellular is an Indian mobile network operator based in Mumbai. Idea is a pan-India integrated GSM operator offering 2G and 3G mobile services. Idea is India's third largest mobile operator by subscriber base. Idea has a market share of 16.36% with 159.20 million subscribers as of April 2015
Qualification	MBA
Location	AP & Telangana
Compensation	Best in industry
Work Experience	Prior work experience is preferred
Contact Details	Interested candidates can walk in for interview on the below mentioned address on <b>16</b> <sup>th</sup> <b>July 2015</b> Mr. Srikanth Sridhar  Venue: Idea Cellular Limited
	KLK Estate, Opp LB Stadium
	Basheerbagh, Nampally
	OR
	You may forward your resume to Mr. Srikanth Sridhar on
	"Srikanth.Sridhar@idea.adityabirla.com."