

<b>Organization:</b>	Idea Cellular Ltd
<b>Position:</b>	Senior Executive / Assistant Manager
<b>Location:</b>	Gujarat Circle
<b>Job band:</b>	10
<b>CTC:</b>	Maximum 8.5 LPA depending on the candidate's experience and last drawn CTC.
<b>Job Specifications:</b>	<ol style="list-style-type: none"> <li>1. Should have minimum 2 years' experience in distribution / channel sales</li> <li>2. Should be fluent in English &amp; Hindi language.</li> <li>3. Should have full time Degree.</li> <li>4. Age must be less than 30 years.</li> </ol>
<b>Key Responsibilities:</b>	
<b>Key result Areas/ Accountabilities</b>	<b>Supporting Actions</b>
Drive sales programs to achieve the budgeted Acquisition	Drive DST/CSA team by executing various sales programs achieve the budgeted gross
Driving Revenue achievement to ensure implementation of revenue enhancement activities by the team	<ul style="list-style-type: none"> <li>○ Acquisition of new companies</li> <li>○ Relation maintenance with existing through DST/CSA team in order to achieve/increase the revenue</li> </ul>
Ensure compliance with Policies & Processes WRT Sales function and Training of team members to keep them up to date with plans & process improvements	<ul style="list-style-type: none"> <li>○ Training DST Team for better productivity</li> <li>○ Monitoring and advising stakeholders/DST Team on control measures related to business indices</li> <li>○ Monitoring quality and statutory CAF compliances and other documentation procedures and processes</li> <li>○ Ensuring the availability validated daily/weekly/monthly reports to RO and ZO stakeholders</li> </ul>
<b>Contact:</b>	Interested applicants may send their updated resumes to <a href="mailto:hr.recruitmentgj@idea.adityabirla.com">hr.recruitmentgj@idea.adityabirla.com</a>