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## Territory Manager

### Description

Opening for the company who has a current base of 15 million consumers with more than 450 locations and 18,000 dealers in India. It also has a global footprint across 35 countries

- Sales: Ensuring selling in the assigned area.
- Single point of contact to assigned and generated clients
- Demonstration of equipments/consumables to clients.
- Order finalization on commercial terms till final negotiation.
- Management and development of account in the assigned area.
- Structured Reporting: Weekly/Fortnightly/monthly.
- Liasoning with other support functions falls in his area of operation.
- Making cold calls, New account development & management
- Responsible for achieving revenue targets from the territory
- Managing existing key accounts and nurturing & growing the account
- Identifying potential key accounts and business development in that account
- Proposal submission, Negotiation, order finalisation and payment collection .

**Experience** : 3-9 years experience.

### Responsibilities

Selling commercial RO , water coolers , water dispensers through Institutional , Corporate ,Hospitals , Industries and Govt segment, Automobile, pharmaceutical, textile, engineering, power, steel etc.

### Qualifications

BE, Diploma or any B.Sc

### Employment Type

Full-Time

### Beginning of employment

Immediate

### Industry

Experience in Institutional / Corporate / Industrial selling

### Base Salary

Rs. 300000 - Rs. 550000

### Date posted

June 14, 2018