

Organization:	Tata Capital
Job Title:	Sales Manager
CTC:	6 LPA
Location:	Jaipur
Departments Eligibility:	Commerce & Management
Course Eligibility	BBA/B.COM
Student Gender Preference:	Male/Female

General Job Description

- **To lead generation:** Ensure necessary leads are generated through BDMs and channel partners/open market
- **Good interpersonal skill:** Develop and maintain relationship with existing and potential customers .Educates customers with information to build their understanding of issues and capabilities. Goes beyond their day to day work to assist customers in a positive manner
- **Dealer relationship management :**Maintain relationship with local dealerships, TML dealers and local territory managers of TML
- **Team Management:** Manage a team of BDMs including target setting, dealer allocation, and performance management. Training and guiding BDMs. Ensure all BDMs and dealer sales team are aware of policies related to TMF product offerings. Makes sure self and team adhere to the team's expectations and guidelines, fulfils teams responsibilities, demonstrates personal commitment to the team.

Eligibility

Any graduation is preferred.

SPECILIZATION – ALL

FRESHER

Good communication skill

Compliance Orientation

Market/ Industry Knowledge

Negotiation Skill

Market/ Industry Knowledge

Job Reviewed by: Director, Training & Placement

Job Approved by: Director, Training & Placement

Job opportunity provided through: Training and Campus Placement Department