

 Namakkal	NTC Logistics India (P) Limited		Doc No.	HR020A
	Standard	Job Description for Sales	Issue/Rev. No.	01/03
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Experience: 4 to 8 years

Positions:

1) Executive – Sr. Manager

Educational Qualification: Graduate/Post Graduate

Skill set:

- Smart, Enthusiastic male/female with relevant industrial experience in Project/ODC/Gen Cargo Transportation with overall knowledge in handling multimodal logistics
- Good communication, Presentation skills and should be a good team leader

Job Responsibilities:

- Strategic partnership (suppliers and vendors) for branches under this role
- Should have the overall watch over new opportunities in key industrial areas
- Prepare sales plan and develop strategy to meet weekly, monthly and quarterly targets to meet management expectation
- Team and Territory management ,including weekly review of volumes with individual members
- Achieve sales targets for individual and team based targets
- Prepare Quotations and Solutions for customer requirements
- Should be ready to travel extra mile to ensure customer needs are met
- Client Retention – Present new products and services and enhance existing relationships. Arrange business reviews (MBR or QBR) with internal and external stakeholders

Remuneration

As per experience and market standards

Working Conditions

Hours: As per company manual

Location:

Reporting to:

Probationary Period As per company manual

Please send your resume to admin.ntc@ntcgroup.in / careers@ntcgroup.in

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