 Namakkal	<b>NTC Logistics India (P) Limited</b>		<b>Doc No.</b>	<b>HR020A</b>
	<b>Standard</b>	<b>Job Description for Assistant General Manager Sales</b>	<b>Issue/Rev. No.</b>	<b>01/03</b>
	<b>9001:2008</b>		<b>Issue Date</b>	<b>02/04/16</b>
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**Experience: 15 to 23 years of experience in Sales**


**Educational Qualification: Any Bachelors or Masters Degree**

**Skillset:**

- **Business Development**
- **Identify client business needs, make proposals for Customer Solution.**
- **Identify & generate business from New accounts , enhance business from existing business.**
- **Ownership of manage entire branch related business development.**
- **Team -based management style and good interpersonal & communication**

**Job Responsibilities:**

- **Formulating business strategies and strategy utilization and deployments of available resources to achieve organizational business objectives.**
- **Spearhead sales efforts efficiently to sell with a remarkable graph in all the financial years in the branch.**
- **business growth through identification & penetration of new markets segments for attainment of targets with a view to optimize revenue.**
- **Managing supply chain and ensuring achievement of the targets within the specified parameters.**
- **Establishing short term / long term budgets & corporate strategies for achievement of targets related to sales and managing overall operations in the branch.**
- **Handling shipments by Air and Sea from Origin to Destination through identification of cost effective procurement & distribution modes with an aim of reducing cost while improving quality & reliability.**
- **Attained proficiency in Trade lane, Industry Vertical Development and Profit Centre Management.**
- **Enhancing operational efficiency through analysing and mapping performance at all the levels of operations.**
- **Proficiency in formulating marketing and sales strategies & promotion plans for new business generation and increasing market share metrics**
- **Conducting competitor market analysis for keeping abreast of prevalent market structure and enhancing market penetration.**

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- **Training leading & monitoring the performance of team members to ensure efficiency in process operations and meeting of individual & group targets.**
- **Creating and sustaining a dynamic environment to foster development opportunities and motivates high performance amongst Team members.**
- **Successful in building relations with Vendors & Service Providers sorting out critical problem areas and delivering on customer commitments.**
- **Business planning and analysis for assessment of revenue potential in business opportunities.**
- **Adept in cementing healthy relationship with clients for generating business and expanding market reach.**
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#### **Remuneration**

- Fixed Salary based on the experience of the candidate
- Sales incentive as per the company

#### **Working Conditions**

- Location: Delhi, Chennai

**Travel** – Ability to travel as required by role

#### **Probationary Period**

**6 Months**

Please send your resume to [careers@ntcgroup.in](mailto:careers@ntcgroup.in)

**Prepared by**

**Reviewed by**

**Approved by**