 Namakkal	NTC Logistics India (P) Limited		Doc No.	HR020A
	Standard	Job Description for Senior Manager Sales	Issue/Rev. No.	01/03
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Experience: 6 to 10 years of experience in Sales

Educational Qualification: Any Bachelors or Masters Degree

Skillset:


- **Business Development,**
- **Business Generation**
- **Identify client business needs, make proposals for Customer Solution.**
- **Identify & generate business from New accounts , enhance business from existing business.**
- **Good Leadership and team handling skills**
- **Preferred from Logistic and Transport Industry**

Job Responsibilities:

- **Visiting new customers on daily basis for the expansion of business**
- **Retaining the existing customers and deep selling to increase business share.**
- **Co-ordinating with Pricing and Customer for smooth Executions of shipments.**
- **Making plans and strategies for expanding customers.**
- **Follow up with customers for collection of payments.**
- **Co-ordinating with Transporter for inland ODC cargo movements**
- **Updating customers for their shipments status with the help of sales coordinators and customer care department**
- **Making various reports i.e. Monthly Sales reports/ call planner / call reports.**
- **Handing Customer Queries and greivances**
- **Coordination with customer care and sales coordination/pricing departments**

Remuneration

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

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Working Conditions

- Location: Hyderabad, Chennai

Travel – Ability to travel as required by role

Probationary Period

6 Months

Please send your resume to careers@ntcgroup.in

Prepared by

Reviewed by

Approved by