

Organization:	CoffeeDay
Position:	Territory Manager / ASM / Manager
Locations:	Mumbai, Pune, Ahmedabad, Nasik, Vapi, Jabalpur, Surat, Indore, Goa, Nagpur, Bhopal, Gwalior, Gandhidham, Gandhinagar
Knowledge, Skills & Abilities:	<ul style="list-style-type: none"> • Fluent verbal and written communication skills in English language. • The local market knowledge and language. • Negotiation and demonstration skills. • Self-motivated and hardworking. • Interpersonal relationship
Qualifications:	MBA / PGDBM
Experience:	Fresher - 10 years' experience
CTC:	Based on relevant experience and CTC will be negotiable on a case to case basis.
Duties & Responsibilities:	<ul style="list-style-type: none"> • Responsible for the business development • Handling existing and potential customers • Achieve sales target and market share • Channel management and development • Handling dispute of client's distributor and internal. • Process and customer orientation • Ensure smooth support functions and further integration with sales team. • Competitor analysis • Reviewing business performance in line with budgetary control • Sales forecasting and Budgeting • Monitoring of sales outflow • Responsible for maximizing ROI of the territory.
Key Responsibilities:	<ol style="list-style-type: none"> 1. Achieving monthly targets (machine and value) 2. Ensure attainment of company goals and profitability. Prepare proposals and quotations for supply of machines. Negotiate and win contracts.
Website:	www.coffeedaybeverages.com
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