

POSITION: GRADUATE ENGINEER TRAINEE (GET) – SALES

POSITION SUMMARY: To travel within the defined territory in order to supply and promote Häfele products to the customers (dealers, distributors/ manufacturers/projects, designers, architects, builders and contractors). The focus is on sales and support to existing customers, specifiers and development of customers and specifiers who have high growth potential.

ESSENTIAL DUTIES & RESPONSIBILITIES:

BUSINESS DEVELOPMENT:

- To initiate, build and develop successful supplier-relationships with the target customer group
- Maintain consistent contact with customers to maintain a high degree of customer satisfaction

CHANNEL MANAGEMENT:

- Develop a daily agenda of customer visits to demonstrate current and speculative products and assist in customer hardware decisions including new product development.
- Travel daily within the territory to visit existing customers, potential customers and specifiers.
- Communicate as needed with Customer Service, Sales Management, Marketing Management and other internal personnel regarding customer activities on a regular basis.

SALES OPERATIONS:

- To ensure that policies for appointment of customers are followed without exception
- Prepare price quotations and write orders. Ensure that quotations and proformas are sent to customers promptly.
- To explain various incentive and promotion schemes of the company to the customer so that they can take advantage of the same.
- To follow up for collection of 'C' forms as per credit policy of the company.

MARKET AND COMPETITION ANALYSIS:

- Keep company informed on competitive products, promotional matter, sales techniques, pricing and other marketing / sales policies

SALES REPORTING:

- Provide accurate reports on daily activities to Sales Management at regular intervals

TRAININGS:

- To ensure that customers are trained by training team from time to time.
- Participate in required training - product, sales, developmental etc.

ADDITIONAL SKILLS:

- Excellent verbal and written communication skills
- Basic computer skills
- **High mobility with no locational constrain**
- Willingness to travel

CTC RANGE: INR 4,64,000 LPA