

**IDEAL INSURANCE PVT LTD.
JOB DESCRIPTION**

Job Title: Manager -Sales

Work Exp : 3-5 years of experience in Sales & Marketing

Educational Qualification: Any Graduate

Job Location: Mumbai

Department: Sales & Marketing

Reports To: AVP

Compensation:

Compensation is commensurate with experience level. The Marketing and Sales position will be an integral part of our team and will have a competitive combination of salary.

Key Responsibilities/Accountabilities

- Delivering revenue to, or exceeding, target.
- Reviews progress of sales roles throughout the company.
- Accurately forecasts annual, quarterly and monthly revenue streams .
- Collaborates with clients in establishing and recommending the most realistic sales goals for the company.
- Company Opening-Negotiating and closing sales.
- Establishes and manages effective programs to compensate, coach, appraise and train sales personnel.
- Manages an assigned geographic sales area or product line to maximize sales revenues and meet corporate objectives.
- To ensure all opportunities are taken to promote products to our customers and to increase the client base.
- Encourage full usage of all facilities to maximise sales.
- Establish key relationships with corporate clients to ensure maximum exposure and increase revenue.
- Holds regular meeting with sales staff.
- Educates sales team by establishing programs/seminars in the areas of new account sales and growth, sales of emerging products and multi-product sales, profitability, improved presentation strategies.
- Be present to meet and greet customers as appropriate.
- Demonstrate a “can do” attitude at all times.
- Gather market and Customer information and provide feedback on selling trends.

Key Skills & Abilities:

- Excellent communication skills and well groomed
- Possesses good analytical skills
- Designation- Manager-Corporate Sales (sales & marketing)
- Male two wheeler is mandatory.