

Objective of the Role

Objective of this role profile is to provide growth in the existing market and to develop new market / customer(s) for product sales. Develop and Manage Key account of their territory.

Main Duties & Responsibility

- Meet product sales revenue as per business plan/KRA
- Execute the order as per customer satisfaction and collect payment and c form as per standard policy of organisation and mutually agreed terms of order.
- Sales & Marketing for the products viz. weigh bridge, platform scale, In motion w/b, Check weigher, folk lift scale etc.
- Relationship Management with customers to achieve repeat/ referral business.
- Identifying and developing new customers for long-term revenue growth.
- Study and reviewing market situations and forecast of business plan accordingly.
- Arrangement of Customer meets as per business plan.
- Close coordination with the sales and service team for business lead generation.
- Mapping client's requirements followed with technical discussion with clients/ consultant & preparing techno-commercial offers in accordance with the specifications (in coordination with seniors).
- Order finalization and submission of the same to internal team members at Head office.
- Preparation of Forecast report and achievement report on Fortnightly/ monthly basis or as required by seniors.
- To participate in ITW tool box projects.

Person Specification:

The ideal candidate will demonstrate the following attributes:

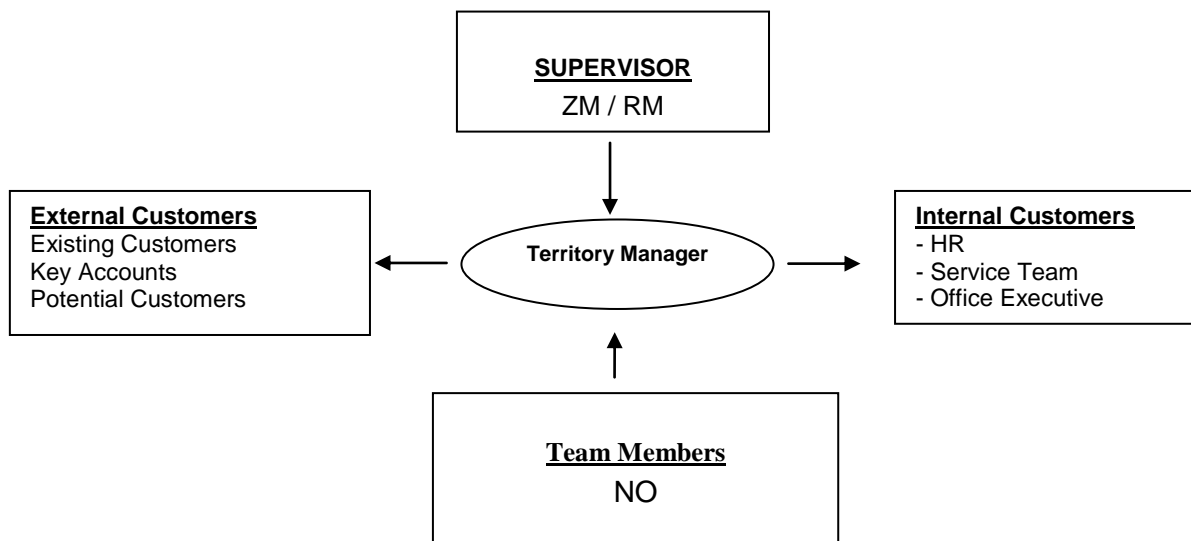
- A positive and enthusiastic team member with a 'can do' attitude, who feels equally confident working independently.
- Strong focus on quality customer service with a desire to meet and exceed customer expectations.
- Excellent communication skills along with good interpersonal skills.
- An organised approach to task completion.
- Eager and willing team player with a positive attitude who has the ability to work independently, or as part of the team.
- Aggressiveness in his/her work approach

Territory Manager

Qualification-

Qualification	Experience
Bachelor of Engineering (B.E.) – Mech/Electrical/Electronics	6 – 9 years

Network of Interaction -



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