



**Job Title:** Sales Manager

**Function:** Agency

**Eligibility:**

- ✓ Graduate having 3-6 yrs of experience in sales.
- ✓ Concept selling experience & knowledge of business planning tools
- ✓ Sound understanding / Knowledge of financial services sector

**Purpose:** The role primarily comprises of managing the adviser sales team to achieve the desired sales objectives.

**Key Responsibilities:**

- ◆ Building an active team of Advisers through quality recruitment
- ◆ Sales call planning – Analysis of territory opportunities, strategies for effective territory coverage, customer research, identifying, prospecting and classifying customer on the basis of socio – economic and cultural factors, dealing with diverse customer profiles.
- ◆ Achieving sales targets as per budget.
- ◆ Development of professional Standards in the adviser team by regularly training them on product and sales processes
- ◆ Coordinate, monitor and review the sales efforts of the advisor team.
- ◆ Distribution of responsibility pertaining to the clients & prospective clients between advisers
- ◆ Comprehensive knowledge of the company's and competitor's products
- ◆ Market feedback.

**Skills/Knowledge:**

- ◆ Have the ability to manage and lead a team of advisors to deliver targets across whole product range within agreed timelines.
- ◆ Excellent selling skills
- ◆ Skills in leadership, interpersonal communication, and problem-solving capability.
- ◆ Thorough knowledge of local market



- ◆ Aptitude for financial numbers
- ◆ Coaching and developing skills