



011-43596452, 9891023817

millenniumhouse98@gmail.com

1679, Dakhni Rai Street
Daryaganj New Delhi -110002
(India)

Millennium House

GSTIN: 07AARPS0279G1Z9
State: 07 - Delhi



VACANCY FOR THE POST OF "SALES MANAGER"

About company

In 1998, Millennium house was founded by Mr. Brijesh Sharma and currently manufacturing highest quality standard electrical products, which are as following

- 1) CAPACITORS
- 2) INSTRUMENT COOLING FANS
- 3) EXHAUST FANS
- 4) INLINE FANS

Company Vision:

To create India's biggest and deepest rooted Electrical Mechanics (electricians) network by 31st March 2030 and deliver capacitors, instrument cooling fans, Exhaust fans and Inline fans at lowest possible prices.

Company Mission:

The above vision will help in providing durable and long lasting electrical spare parts to every Electrical Mechanic (electrician) in India.

Job Purpose:

The company seeks a Sales Manager, who will be responsible for achieving the company's vision and mission by overseeing the sales team and driving the company's sales efforts. He will be responsible for developing and implementing sales strategies, managing the sales team, and building and maintaining relationships with key customers.

Job summary:

He will be responsible for Appointment of new distributors and Handling existing distributors.



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Job Description:

Department: Sales

Job Title: Sales Manager

Pay structure: rs 40000 - 75000 per month

Reporting to: CEO

Age: minimum 35, maximum 55

Gender: Male or Female

Office Location: Daryaganj, New Delhi

Educational qualification: Certified course / Batchelor's Degree in business, sales & marketing or in related field from reputed institute. Preferred with Bachelor's or Master's degree in Management.

Experience: Minimum 10 years as manager in electrical trade in distribution network/ channel, with Proven track record of achieving sales targets and driving revenue growth.

Technical skills:

Should be well versed with

Data analytics

Search Engine optimization

Email marketing

WhatsApp marketing

Social media marketing

CRM or Sales software

Project management

MS office, Excell

PowerPoint presentation.

Key Responsibilities Areas (KRA):

Prepare a road map for company growth.

Develop and implement sales strategies to increase revenue and achieve sales targets.

Manage the sales team, including recruiting, training, and coaching team members.

Manage all marketing & sales activity, analyze sales data, and develop action plans to improve sales performance.

Build and maintain relationships with key customers and identify new business opportunities.

Manage the sales process, including negotiating contracts and closing sales.

Collaborate with marketing and product teams to develop sales materials and promotional activities.

Develop and manage the sales budget and track sales performance against budget.

Provide regular sales reports and updates to senior management.

Perform competitors research.

Key Result Areas:

Sales Revenue Targets:

✓ Achieve monthly/quarterly/annual sales targets

Develop and execute sales strategies to increase revenue

Identify new business opportunities and expand the customer base



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Sales Team Management:

Hire, train, and coach the sales team

Develop and implement sales training programs

Monitor sales activity and provide feedback and coaching to team members.

Customer Relationship Management:

Build and maintain relationships with key customers

Identify customer needs and provide solutions

Address customer issues and ensure customer satisfaction

Sales Process Management:

Manage the sales process from lead generation to contract signing

Negotiate contracts and close sales

Ensure timely and accurate sales reporting and forecasting

Prepare a road map for advertisement and sales promotion.

Marketing and Product Collaboration:

Collaborate with marketing and product teams to develop sales materials

Provide feedback on product features and customer needs

Participate in product launches and promotional activities

Budget Management:

Develop and manage the sales budget

Monitor and control expenses to meet budget targets

Provide regular budget reports and updates to senior management

Send resume by whatsapp on 9891023817

Candidates are suggested to apply only within mentioned criteria.



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