



Position Name: Corporate Sales Manager (West)

Department: Sales

Grade: Manager

Vacancy: 1

Qualification: Post Graduate Management

Experience: 5 + years of experience.

Location: Mumbai

Reporting to: Head – Corporate Sales

Position Requirement:

- Proven track record of developing and implementing strategies to meet or exceed objectives
- Strong analytical skills for understanding business needs
- Ability to manage Corporates Leasing and Fleet, Taxi Operators and CSD etc.
- Proper Understanding of market requirements to provide solutions.
- Understanding of fleet sales market and corporate buying behaviour
- Ability to work collaboratively with colleagues to create a result driven and team oriented environment.
- Excellent verbal and written communication skills
- Ability to work under pressure to deliver within the given timelines.

Purpose of Position:

- Represent SAIPL regionally for corporate sales.
- Implement and monitor the corporate sales strategies for region.
- Manage corporate sales performance and achievement of business targets in the region.

Tasks:

1. Achieves corporate sales volume regionally

- i. Identifies and develops a corporate plan to enhance corporate sales dealership wise in the assigned region.
- ii. Represents SAIPL in the region to liaisons with various Corporate Houses, Leasing companies, Fleet owners, CSD etc.to achieve required volumes.
- iii. Develops a business plan for exploring repeat and bulk business

2. Analyses and maintains data for business development.

- i. Verifies and evaluate the dealer MIS to ensure actionable points for strategic decision making for the region.
- ii. Tracks the Fleet strength in Top Corporates & target the same for replacement/new car sales for region.

3. Maintains Client relationship

- i. Coordinates between customers and after sales/service teams to ensure a positive relationship, aiming towards future sales.
- ii. Resolves market related issues between dealerships and customers

4. Dealership's Corporate sales team's development

- i. Develops & grooms corporate sales team at regular intervals for effective & consistent performance
- ii. Coaches the dealership team to comply on corporate sales processes as per SAIPL norms

5. Ensure compliance by dealers in sending timely corporate claims to optimize credits.