

File	Job Description
Position	Sales Manager
Date	2020/3/11
Recruiter	Gwen Cai



JOB: India Sales Managers

This position is responsible for the sales of Newland barcode scanning and mobile technology in assigned region. As the front-line sales function, this role will execute the sales strategy and focus on both channel and target vertical sales and achieve the sales Quota assigned by the company.

Report to: India Sales Director

Location: Bombay, Bangalore, India

Job Description:

- To achieve sales target and grow business by executing the sales and marketing strategy of India.
- To do market mapping of target verticals and generate sales pipelines and grow verticals customer base.
- To recruit, develop and manage channel partners and build up the business contribution of channels.
- To do sales forecast and provide market and competitor's analysis report.
- Develop and maintain customer relationships in retail, transportation & Logistic, government and other verticals.
- Foster customer satisfaction by maintaining regular customer contact and managing customer expectations.

You must have:

- Bachelor's Degree or above

Qualities about you that might make this decision easier:

- Some experience selling the product and solutions relative to Auto-ID products, POS or other IT relative products.
- Proven track record of consistently achieving or exceeding quotas using a consultative/solution selling approach.
- A customer-driven focus and the ability to quickly pivot in a fast paced environment.
- An open mind with strong self-motivative spirit.

Gwen Cai | Talent Acquisition Manager

Mobile: +86-13067118651 (24 Hours)

Phone: +86-591-83972441 (BST 8:30-17:30)

Email: caimy@nlscan.com

WEB: <http://www.newlandaidc.com/>

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- The ability to travel depending upon the demands of the region.
- Good team work spirit

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