POSITION, s – Key account Manager/Regional Sales Manager

1. **Job Identification**

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| --- | --- |
| Job Title / Designation | Key Account Manager |
| Department | Sales  |
| No. of Positions Requested | 1 |
| Salary Grade | JM3/MM1 |
| Work Location | South Region |
| Position Reports to (Designation) | Regional Sales Head/Sales & Marketing Head |

2**. Position Requirements**

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| --- | --- | --- | --- | --- |
| Qualification Details | Diploma | Yes | Graduation | B.Tech/BE – Electronics & Communication |
| Post-Graduation | Yes | Other Skills | Exp. Required in Same Industry |
| Experience Requirement | No. of Years with Salary | 1. Key Account Manager/RSM: 10 to 12 Note:- salary subject to the current salary & competency of the individual.
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| Responsibilities | * Revenue Generation from Existing Customers (Lighting, Automotive, Industrial Segment).
* New Business Development by the help of new customers additions.
* Responsible for Collection against sales.
* Esurance for Material shipment on time at Customer end.
* Support for reduction in bad debt amount.
* Retention of Customers.
* Good Customer Connect.
* Should have team Handling Skills.
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| Skills/Competencies | Team Lead, Integrity, Sales Skill, Good Communication, Leadership Skills. |