



Job Title: Dealer Sales Executive (Light Commercial Vehicles)

Experience Required : Preferred: A year of relevant direct sales experience in industries like Automobile, Consumer Durables, Financial Services, etc., which demand rigorous time bound sales processes involving various levers
CTC:- Salary Hike will be subject to on your last drawn salary, experience & capability.

Key Result Areas:

- Actual vehicle sales against targets
- CO generation against target
- Conversion ratio at all stages (CO to retail) against target
- Conversion time at all stages (CO to retail) against target
- Value Added Services (Accessory, AMC, TMI etc.) target achieved
- Adherence to market activity plan

Job Description:

Planning & Prospecting

- Creating an activity/target plan for self on a monthly basis to track pipeline, status of each lead and conversion potential
- Adhering to the monthly activations plan by product category & executing market activation activities as planned by DSM & AGM (Sales)
- Documentation and collection of all customer information during the activities in order to open the green form & follow up on the lead allotted and conduct visits/test drives as per appointment

Sales Process

- Conducting a detailed need analysis to engage with the customer & position TML products according to the identified need of the customer
- Performing the demo process highlighting the benefits of the product to the customer and also comparing with competition
- Addressing all product related queries/objection by the customer and involve the DSM when required
- Marketing the various value added services available to the customer
- Generating quotations for the customer based on their requirements and considering the prevalent schemes/offers & guiding the customer on the financing options, RTO process, insurance, booking amount, etc.
- Continuous follow up with the customer at each stage to convert the CO to retail
- Getting commitment sheet signed off from the customer after booking of the vehicle & confirms the booking by accepting booking amount, opening yellow form and completing all document requirements
- Calculating the estimated time of delivery, explaining the delivery processes to the customer & scheduling delivery time with customer and confirms after discussion with the logistics department

Educational Qualifications: 1. Essential: Graduate in any discipline OR Diploma in Engineering

2. Preferred: Graduate/Diploma in Engineering (Automobile/Mechanical)

3. Desirable: Post-Graduate in Sales & Marketing discipline

Note: Undergraduates to be avoided for this profile

Location :- Navi Mumbai , Raigarh, Mumbai - Western, South Mumbai , Thane.

Reporting to: Dealer Sales Manager

Walk-In for an interview on 25th To 31st May

Between 11.00am To 6.00pm

Interviews will be conducted at the showroom in Nerul.

Kamal Motors, Plot No 29, Sector 1,
Shirwane Gaon, Nerul, Navi Mumbai -
400706

Contact No:- 7021134030

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