



## **Job Title: Dealer Sales Executive (Small 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
- C0 generation against target
- Conversion ratio at all stages (C0 to retail) against target
- Conversion time at all stages (C0 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 C0 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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