

SEW EURODRIVE		HUMAN RESOURCES JOB DESCRIPTION	Reference No. 6142	Next Review Aug 2021	
SEW EURODRIVE INDIA PVT. LTD.			Edition No. 0	Date (YY.MM) 27.01.11	
JD	Human Resources		Compiled By Br.Mgr	Approved Rg.Mgr	Issued By KB

POSITION : ASSISTANT MANAGER – TECHNICAL SALES

EXECUTIVE – TECHNICAL SALES

WORK LEVEL: 04

RESPONSIBILITY:

1. Building the SEW brand and value proposition in the market
2. Achieving sales targets to OEM/EU customers assigned
3. Ensuring service and application support to customers assigned
4. Collection of receivables and statutory forms
5. Identification and encashment of project business
6. Managing and developing relationships with customers
7. Forecasting and reporting of sales, trends and competitor activities
8. Submission of all travel and other claims in a timely manner
9. Responsible to maintain documents and records as per QMS procedure of the department

AUTHORITY:

1. Decision on FOC Replacement, FOC Service (jointly with branch Manager)
2. Decisions on pricing (jointly with Branch Manager)
3. Customer Entertainment (with permission from Branch Manager)

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DIMENSIONS:

Area : Region Assigned
Direct Reporters : 0
Turnover : 2% of company's turnover

PROFILE:

EDUCATION : Graduate in Mechanical/Electrical/Electronics engineering from reputed institute
EXPERIENCE : Minimum 2 years and above in selling similar products
SKILLS REQUIRED : Customer Relationship Management, Presentation Skills, Negotiation Skills