

<b>SEW EURODRIVE</b>		<b>HUMAN RESOURCES</b>  <b>JOB DESCRIPTION</b>	Reference No. 6143	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 (Resident)**

**EXECUTIVE – TECHNICAL SALES (Resident)**

**WORK LEVEL: 04**

**RESPONSIBILITY:**

1. Building the SEW brand and value proposition in the market
2. Achieving sales targets to OEM/EU customers in the area assigned
3. Ensuring service and application support to customers in the area
4. Achieving profitability targets given by the branch manager
5. Controlling of receivables
6. Timely collection of statutory forms
7. Identification and encashment of project business
8. Managing and developing relationships with customers
9. Forecasting and reporting of sales, trends and competitor activities
10. Development of distribution channels
11. Sales promotional activities like technical seminars, presentation
12. Administration of accounts for self
13. Responsible to maintain documents and records as per QMS procedure of the department

**AUTHORITY:**

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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)

**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, Sales skill, Presentation Skill, Negotiation skill