

Sri Devi Group

<https://sridevigroup.co.in/job/cluster-operations/>

Cluster Operations

Description

- Generate revenue by coaching staff on effective prospecting and lead development strategies
- Monitor Employee productivity and optimize procedures to reduce e costs. (KPI'S)
- Consistently meet or exceed gross profit goals.
- Maximized driver time for efficiently revamping delivery schedules and workloads.
- Identify inefficiency and recommend process improvements
- Mapping client's requirements and coordinating, developing and implementing guidelines with the inline process.
- Preparing MIS reports as per SLA
- Excellent interpersonal skills with problem-solving, logical thinking and analytical abilities.
- Store Merchandise, stock in/out
- Store operations include Visual merchandise, Internet, Displays, Cameras etc.
- Maintenance of all records & reports
- Good knowledge of KPI's
- Recruiting staff

Responsibilities

- Maintaining and increasing sales of the company's products
- Reaching the targets and goals set for your area
- Establishing, maintaining and expanding your customer base
- Servicing the needs of your existing customers
- Increasing business opportunities through various routes to the market
- Setting sales targets for individual reps and your team as a whole
- Recruiting and training sales staff
- Allocating areas to sales representatives
- Developing sales strategies and setting targets
- Monitoring your team's performance and motivating them to reach targets
- Compiling and analysing sales figures
- Possibly dealing with some major customer accounts yourself
- Collecting customer feedback and market research
- Reporting to senior managers
- Keeping up to date with products and competitors

Hiring organization

Sri Devi Group

Employment Type

Full-time

Job Location

Hyderabad, Telangana, India

Date posted

December 21, 2023