

Sales & Marketing Manager

Description

1. Planning, Strategy for Marketing

- Collate **market information** to analyze trends and identify business opportunities.
- Assist in the development and implementation of sales plans
- To carry out monthly examinations of all expenses and look for saving potentials, discuss with AGM.
- Monitor all enquiries status on a day-to-day basis, Assigning web enquiries to **Marketing**
- To inform management of any significant development in the **market in** terms of new launches, new campaigns by competition or any other relevant matter which is significant and important in nature.
- Coordinate with the **marketing coordinator** to maintain the latest updates on competitors.
- Meet all assigned targets.
- Ensure all enquiries are updated in the CRM tool with the latest follow-up.
- Negotiates with customers, meets with customers & finalizes deals.
- Coordinate with the **marketing coordinator** regarding enquiries and customer requirements like quotations, technical specifications, and cost breaks for the required product. Hot list.
- Create Work orders for new orders. Verify customer's purchase orders & working sheets.
- To highlight all sales discounts, and fleet discounts and suggest necessary action to higher management whenever a change is necessary.
- Advise training plan for **marketing**
- To oversee all **marketing**, advertising and promotional staff and activities.
- Demonstrate technical **marketing skills** and company product knowledge.
- Maintain professional internal and external relationships that meet company core values.
- Proactively establish and maintain effective working team relationships with all support departments.
- Reviewing team members' performance Formulate annual and monthly sales plans and implement sales strategy.
- Resolve customer complaints regarding sales and service or inform ASD.
- Confer or consult with department heads to plan advertising services and secure information on equipment and customer specifications.

2. New Business

- Create new enquiries and follow up with them.

3. Customer

Hiring organization

Sri Devi Group

Employment Type

Full-time

Job Location

Hyderabad, Telangana, India

Date posted

December 21, 2023

- Monitoring customer list
- Collect all customer feedback in order to enhance customer service & suggest modifications & improvements.
- Develop and maintain business relations with customers, to maintain a high level of customer satisfaction whilst maximizing profit.
- Monitor customer orders and deliveries, collection of payments, manage debtors and customer claims
- Maintain professional relationships with customers that meet company core values.
- Send greetings/wishes to customers at the time of festivals.

4. Others

- Prepare MIS reports.
- Review of information about demands and derivation of supply and proposal preparations
- Study and Clarification of government and private tender bid conditions, preparation of bid documents and submission of bid.
- Monitoring of the bid management in order to ensure it is aligned with the organization's requirements
- Contribution in cost and price calculations.
- Coordination of tender reviews and deadlines and adjust them to the frameworks given by the customers
- Coordination for Environment clearance-related work and meetings.

Salary: Insurance comprehensive, Pre Existing for spouse, children & parents, maternity for spouse Allowance Petrol+telephone+outstation (if applicable) Incentive 20% – 60% of Gross (not included in above CTC)

Industry: Industrial Products / Heavy Machinery

Functional Area: Marketing, Advertising, MR, PR, Media Planning

Role Category: Marketing

Role: Marketing Manager

Employment Type: Permanent Job, Full Time