IN_Area Sales Manager Dealer Accounts_Chennai 3

Descrição da função

Responsible for driving sales growth, collections, BTL activities, market development, and all after-sales functions, including warranty and claim support, for the replacement market within the assigned territory. The role will focus on delivering profitable growth, strengthening dealer relationships, expanding market coverage, and increasing Market penetration by adding New Dealer network. The incumbent will work closely with Regional Managers and collaborate with internal and external stakeholders to ensure effective business execution, channel development, and achievement of organizational objectives.

Requisitos

Academic degree (bachelor or higher)/MBA or any other equivalent.

Preferably 6-9 years of job experience in channel/retail management function.
Min. 2 to 3 years experience in Tire industry & PLT product is mandatory.

O que oferecemos

Fluent in English, Local language Tamil is required.

Ready to drive with Continental? Take the first step and fill in the online application.

Quem somos

Continental India Pvt. Ltd.

Identificação da vaga
REF99589F

Local
Faridabad

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Horário de trabalho
Full Time

Pessoa jurídica
Continental India Private Limited