IN_Area Sales Manager Dealer Accounts_Chennai 3

Responsabilităţi

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.

Cerinţe

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.

Oferta noastră

Fluent in English, Local language Tamil is required.

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

Despre noi

Continental India Pvt. Ltd.

Job ID
REF99589F

Domeniul de activitate
Faridabad

Nivelul de Leadership
Leading Self

Flexibilitatea programului de lucru
Hybrid Job

Programul de lucru
Întreagă

Persoană juridică
Continental India Private Limited