# IN_Area Sales Manager Dealer Accounts_Chennai 3

## Náplň práce

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.

## Profil kandidáta

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.

## Čo ponúkame

Fluent in English, Local language Tamil is required.

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## O nás

Continental India Pvt. Ltd.

ID pozície
**REF99589F**

Miesto práce
**Faridabad**

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Flexibilita
**Hybrid Job**

Pracovný čas
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Právnická osoba
**Continental India Private Limited**