

Job ID : **YM-004-24**
Title : Assistant Manager – Sales (Musical Instruments - Wholesale)
Department : Musical Instruments Sales & Marketing
Location : Gurugram

Job Description: -

Key Area of Work: -

- **Sales forecasting and strategy formulation:**
 - a) Involve in market research by monitoring competitor's business, customer preferences, and market trends.
 - b) Forecast sales projections product-wise (volume & value across regions).
 - c) Responsible for monthly demand planning for the assigned product by collating data from all regions
 - d) Look into the stock planning aspects and ensure enough stock is available to smoothly carry out the regular sales.

- **Achieve Sales Target:**
 - a) Furnish Monthly report and Weekly report on sales achieved vis-à-vis sales target.
 - b) Prepare and assign yearly and monthly sales targets for each dealer, business partner/corporate client, and category to the team members in an appropriate and timely manner.
 - c) Ensure monthly and overall annual sales targets are achieved for all categories and regions. Review the targets periodically and plan sales strategy accordingly.

- **Dealer, Business Partner management, and relationship building:**
 - a) Maintain regular interaction with dealers and business partners and ensure long-term relationship building.
 - b) Ensure approachability to dealers and business partners all the time by visiting them frequently.

- **Collections and Credit Control:**
 - a) Ensure that all the advance payments are collected from the dealers as per agreed company norms.

Experience: -

- Total 8+ Years of Experience

Education: -

- MBA Preferred/ Any Graduate

How to Apply:

Please send your resume/CV to hadmin-smb@music.yamaha.com and must mention the **Job ID** given above in the subject line and share the following details: -

- Current CTC
- Notice Period