

Job ID : **YM-001-24**
Title : Assistant Manager – Sales
Department : Musical Instruments Sales & Marketing
Location : Chennai

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. Periodically, capture product feedback from respective dealers and customers and share it with the immediate supervisor.
 - d. Look into the stock planning aspects and ensure enough stock is available to smoothly carry out the regular sales.
 - e. Ensure that all the products are displayed, and maintenance of the store is as per the agreed terms and policy of the company.
 - f. Plan and schedule product promotion plan for assigned area.
- **Achieve Sales Target:**
 - g. Achieve monthly sales targets for each dealer in an appropriate and timely manner. Communicate properly with dealers about targets as per company policies and take ownership to achieve the targets.
 - h. Furnish Monthly report and Weekly report on sales achieved vis-à-vis sales target.
- **Market Development and penetration with Market information (Competitors activities):**
 - a. Look for Market development as per company guidelines.
 - b. Gather proper market information like competitors regularly.
 - c. Plan proper promotional plan for dealers

Experience: -

- Total 8+ Years of Experience in South India Market

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