

JD FOR INFRA SALES

Job Title : ASM – Infra Sales
Report to : Infra Sales Head
Location : Chennai, Ahmedabad & Pune

Job Summary:

We're seeking a seasoned Area Sales and Relationship Manager to lead our sales efforts in assigned territories. The ideal candidate will have a strong track record of success in sales and relationship management, excellent communication skills, and the ability to build and maintain strong relationships with customers.

Key Responsibilities:

- **Sales Growth** :
Achieve sales targets and drive revenue growth by identifying new business opportunities and expanding existing customer relationships.
- **Relationship Management:**
Build and maintain strong relationships with customers, including key decision-makers and influencers.
- **Account Management:**
Manage existing customer accounts, including identifying new business opportunities and resolving customer complaints.
- **New Business Development:**
Identify and pursue new business opportunities in assigned territories.
- **Market Intelligence:**
Gather and analyse market intelligence to stay informed about industry trends, competitor activity, and customer needs.
- **Reporting and Analysis:**
Provide regular sales reports and analysis to the National Sales Manager.
- **Quotation making.**
- **Face to face meet-up** with on-site Contractor and other associate member from client side.

Requirements:

- Education: Bachelor's degree in Engineering, Science, or a related field or MBA (Sales / Operations)
- Experience: 4+ years of experience in Contractor & Dealer of Construction and Commercial Site preferably in the manufacturing sector.
- Skills : Interpersonal, approach to corporate clients and problem-solving skills
- Good communication written and verbal
- Presentable
- Travel : Willingness to travel frequently to customer locations.
- Must have two wheeler or Four wheeler

Company:

MSafe Group is a renowned Aluminium scaffolding Sale, Rent & Manufacturer in India established in 2019. We provide customized work-at-height solutions. MSAFE have its corporate office at Noida Sector 15 Metro Station, C-108, Ground Floor, Sector 2, Noida, Gautam Buddha Nagar, Uttar Pradesh, 201301 and Manufacturing Unit (Total 03 Nos.) at Kasna, Greater NOIDA, Uttar Pradesh and Company is having Yards & regional Sales offices at 16 locations in India.

Know more about us just click on the below website link.

Website : www.msafegroup.com