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| **Job Description – Demand Role** |
| **Job Title (s)** | Sales Associate/ Assistant Sales Manager |
| **Department** | Sales |
| **Reporting to** | MMCEO |
| **Key Responsibilities** | * Drive Off Line Sales through rigorous cold calling and meeting potential clients/corporates/organisations to sell OYO Portfolio
* Identify/On-board/Develop Channel partners
* Periodic market Research for finding different avenues for demand, collecting competitors data and effective data mining for generating prospects
* Responsible for end-to- end Sales process from qualifying clients to closing the deals to retaining/acquiring new accounts/clients, in a specified region/market
* Understand clients requirements and tailor-pitch the product portfolio accordingly
* Efficient Planning and Executing market-site visits within assigned region, maintain and review
* Maintain and review monthly Sales Tracker of accounts and targets
* Share regular feedback on market conditions, competition, pricing and other factors influencing on-ground sales
* Ensure collection of accounts receivable/outstanding amount from clients/accounts
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| **People Responsibilities** | Nil |
| **Key Performance Indicators** | * Net Revenue as against the individual payables
* % Achievement of Sales Target month on month
* Reduction in ageing of Accounts Receivable
* No. of Meetings per day
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| **Factors Influencing Hiring Decision** |
| **Experience** | * Minimum 1 to 5 Years of Experience
* Proven record of On-boarding companies/corporates
* Experience in working as corporate sales resource with retail companies is an added advantage
* Prior experience in hotel sales/banquet sales/corporate sales in hotel industry is an added advantage
* Age below 35
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| **Technical Skills** | * Networking ability
* Soft Skills (ERP/APP usage, Excel, Email Writing)
* Good negotiation skills
* Analytical ability
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| **Behavioural Skills** | * Sales Passionate
* Communication Skills
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| **Stake Holder Interaction/Management** |
| **Internal**  | MMCEO, Ops Team, Central Teams |
| **External** | Corporate Clients (HR Admin/Finance Team), Travel Agents, Consumers |