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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 |
| **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 |
| **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 |
| **Technical Skills** | * Networking ability * Soft Skills (ERP/APP usage, Excel, Email Writing) * Good negotiation skills * Analytical ability |
| **Behavioural Skills** | * Sales Passionate * Communication Skills |
| **Stake Holder Interaction/Management** | |
| **Internal** | MMCEO, Ops Team, Central Teams |
| **External** | Corporate Clients (HR Admin/Finance Team), Travel Agents, Consumers |