

Job Description: Direct Sales

Job Location: Bangalore

Designation: Management Trainee

Role Summary:

- Incumbent will be the feet on the street and be responsible for generating revenue for the organization by making direct sales.

KRA/Success Measure

- To ensure Sales at active projects
- Generate leads and engage with customers through meetings & organize site visits with prospects ensuring actual sale.
- Contribution of Volume achievement (Units) as per target

Role definition for Sales Function:

- To ensure each segment & project meets the sales targeted
- To meet targeted number of additions to the database every month/quarter
- To liaison and work closely with the site heads for various promotional offers
- To develop a healthy investor database
- To leverage contacts for targeted inventory movement during new project, pre launches & launches