

Title	Divisional Manager –South (Karnataka, Tamilnadu & Kerala
Company Info	Leading brand in international high quality office furniture with fast growing network throughout India
Desired Profile	<ul style="list-style-type: none"> • Has thorough knowledge of the Territory assigned with competition mapping abilities, the trade in the demographic region. • Has been in Channel / Network development / Project Sales of office furniture products • Ability to have / maintain direct personal contact with all assigned accounts and responds in a timely manner • Expand the business of the company through the Dealer / Franchisee / key accounts / govt. project route • Should have a thorough knowledge of the Territory in terms of which city, what potential, best locations, for own stores or Franchisee operations, identification of a suitable partner to achieve profitable sales operation. • Should have a very good contact with local Architects, PMCs & corporates to take large size projects and maintain the business association. • When called upon, Territory Managers will assist in resolving customer relations problems with both dealers and end users. • Effectively presents the Company’s products and services and is able to overcome barriers to run a profitable & growing network. • Demonstrates the ability to provide solutions to customers needs in a win -win fashion • Is able to adequately respond to a variety of requests from Retail through COCO Stores / Dealers / Franchisee’s /Projects or Channel Partners such as sales and marketing assistance, pricing recommendations, etc. • Acts as a resource of ideas to dealers on how to promote and sell assigned product lines. • Is aware of all-merchandising support materials and programs available from the corporate. • Continuously looks for new sales &marketing ideas to bring to establish effective sales and marketing plans • Has thorough knowledge of products / services needs in the Territory. • Highly analytical with sound decision making skills and strong negotiator • Ability to plan a balanced range through analyzing sales figure and product performance. • Strong Commercial skills, knowledge on taxations or other Govt. levy’s etc. • A thorough Multi-tasker in the gambit of the Regional Vertical. • Able to handle large size projects and control the execution

Functional Area	Sole responsible for the Territory / Region for expansion of own stores operating the network of Dealer / Franchisee / Project sales operations.
Location	Bangalore, Travelling at least 5 days in a month.
Experience	Minimum 8- 10years of experience relevant to the same industry
Description	<ul style="list-style-type: none"> • Planning and achieving sales and growth plans for the Territory. • Forecasting sales, and optimizing the sales volume and profitability of the Dealer / Franchisee / project key accounts with making & ensuring the ROI's are achieved to have a long term business association. • Maintain a complete control on the division like a profit center head, manage team. • Controlling stock levels based on forecasts • Using ERP to handle sales statistics, produce sales projections and present spreadsheets and graphs • Liaising with Project leads, establishing key buyer relations for growing the business volumes through the network. • To ensure smooth functioning of SCM activities and SOPs are implemented properly.