

Job Description - Executive / Sr. Executive

Job ID	:	YM 016-09-25
Job Title	:	Executive / Sr. Executive
Department	:	MI Sales
Location	:	Kolkata & Guwahati
Total Openings	:	02

Job Summary:

We are seeking a motivated and result-driven Executive / Sr. Executive in MI Sales department. The role focuses on driving channel sales, partner development, market expansion, and sales enablement in the assigned territory (Kolkata and Guwahati). The candidate will play a key role in achieving sales targets, building long-term channel relationships, and improving overall market presence.

Key Responsibilities:

1. Sales Enablement

- Prepare accurate sales forecasts and track actual performance.
- Analyse target vs. achievement channel-wise and product category-wise for the assigned zone.
- Collaborate with Marketing and Product teams to provide feedback on sales tools, product positioning, and promotional materials.
- Monitor partner performance and provide constructive feedback for improvement.

2. Channel Development

- Identify, onboard, and nurture new channel partners.
- Develop and execute channel sales strategies to achieve business targets.
- Maintain regular communication with dealers and business partners.
- Ensure long-term relationship building and business growth.

3. Relationship Management

- Maintain strong and trust-based relationships with existing channel partners.
- Provide training, support, and resources to empower partners for business success.
- Ensure high accessibility and frequent on-ground visits to dealers and partners.

4. Market Monitoring

- Explore new market opportunities through the channel network.
- Analyze market trends, competitor activities, and industry dynamics.
- Ensure channel discipline and compliance.
- Prepare competition reports with actionable insights.

5. Collections & Credit Control

- Ensure advance payments and other dues are collected from dealers as per the agreed terms.

6. Reporting & Analysis

- Track key sales metrics and prepare regular performance reports.
- Provide actionable sales forecasts and set performance goals for channel partners.

Required Skills:

- Bachelor's Degree (MBA preferred).
- Strong communication and negotiation skills.

- Proven ability to build and maintain strong business relationships.
- Proficient in Excel, PowerPoint, and CRM software.

Preferred Attributes:

- Hands-on experience in channel sales management.
- Strategic thinking with excellent problem-solving ability.
- Self-motivated, target-oriented, and result-driven.
- Willingness to travel up to 50% of the time.

Experience: Minimum 5 years of experience in channel Sales or Business Development.

Qualification: Any Graduate

How to Apply:

Please send your resume/CV to hradmin-smb@music.yamaha.com and must mention the Job ID given above, in the subject line and share the following details: -

- Current CTC
- Notice Period
- Location Applied for
