

Job ID : YM-006-03-25
Title : **Deputy Manager**
Area : **North India**
Role : **Channel Sales – Musical Instruments**
Department : MI Sales
Location: : Gurugram
No. of Position : 1

Job Description: -

1. Channel Management - Sales forecasting and strategy formulation

- Forecast and monitor target vs achievement channel-wise, product category -wise for assigned zone.
- Plan appropriate Go-to-market strategies and execution.
- Manage Key account performance sell in and sell out plan.
- Plan and Implement channel scheme and offer, in alignment with the Target.

2. Market Monitoring - Achieve Sales Target:

- Track competition, market trends and business environment.
- Channel discipline
- Preparation of Competition reports and actionable.

3. Dealer, Business Partner management and relationship building:

- Maintain a regular interaction with dealers and business partners and ensure long term relationship building.
- Ensure approachability to dealers and business partners all the time by visiting them frequently.

4. Collections and Credit Control:

- Ensure that all the advance payments are collected from the dealers as per agreed company norms

Experience: -

- Minimum 10 to Maximum 12 Years of Experience with a minimum of 8 to 10+ years of relevant experience.
- Excellent in MS Office.

Education: -

- Any Post Graduation

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