

Job description

Job title: Associate Market Manager – CBS – South India

Department: Sales

Location: Bangalore or Hyderabad

Reporting Line: Reports to CBS Regional Manager – Middle East, Africa & India

Purpose of the job:

The job is to grow the sales of CBS products in South India through developing the existing MillerKnoll Dealer network and identifying news sales opportunities. The successful candidate is expected to become the CBS product champion throughout the region and work closely with all MLKN Sales personnel to ensure that CBS is specified on all projects. It is also expected that the successful applicant will actively source new opportunities through direct targeting of Architects, Designers and end user clients.

Specific responsibilities:

- Meet and exceed individual CBS target for South India.
- Gain an understanding of the potential market locally to identify opportunities in national and local sectors for increasing accessibility of the CBS offer.
- Win business against a sales and margin target for all CBS products.
- Timetable and gain support in Marketing activity locally.
- Provide regular accurate forecasting information for total volume sales by product group and detailed information on specific large projects.
- Maintain good working relationships with local dealer personnel maintaining competence and commitment to Ergonomic Solutions products.
- Supporting sales through the MillerKnoll sales channels.
- Networking with the Architect and Design (A&D) community throughout the region to increase sales opportunities.
- Target end users to grow new business opportunities and bring sales back into the dealer channel.
- Provide field training for customers and dealer sales personnel in product and positional skills.
- Identify appropriate new dealers and develop these opportunities.

Education and experience

Essential:

- Degree from any recognized university. Engineers or MBA are preferred.
- Successful sales experience of at least 3 years, preferably in furniture or IT products sales
- Experience of working for a multinational organization preferred but not mandatory

Competences

Essential:

- Must be able to communicate both verbally and in written form.
- Excellent Presentation Skills.
- Ability to effectively interact at all levels
- Must enjoy teamwork, but also be self-motivated and able to work alone and be self sufficient
- Must be flexible to work long hours when required and undertake considerable travel throughout the region
- Must be highly literate in the use of IT systems, MS Office Applications and Salesforce.
- Must be numerate in the preparation of quotations and forecast information
- Must be culturally aware
- Strong interpersonal skills

Characteristics

Essential:

- Methodical and hard working
 - Ability to handle or avoid confrontation
 - Ambitious and energetic
 - Driven to succeed
 - Honest and with high levels of integrity
 - Articulate
 - Diplomatic and sensitive
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