

CLASSIC STRIPES LIMITED

JOB DESCRIPTION SUMMARY

Position Title : Key Accounts Manager – Fleet Graphics Grade : M4 Location : Mumbai
Reports to (Position) : Head – Sales & Marketing
I. PRINCIPAL ACCOUNTABILITIES
<ul style="list-style-type: none">➤ Key account management (OEM) in terms of Sales, new account development.➤ Regular Interactions with Customers, Production Team and Sales Team and ensure timely resolution of issues if any.➤ Co-ordination with Production team and ensure 100% OTD (On Time Delivery)➤ Customer complaint and service to the clients.➤ To provide with up-to-date weekly status report➤ Develop MIS and ability to analyze market data.➤ Accounts Receivables, "C" form Follow ups etc.
II. KNOWLEDGE & SKILLS REQUIRED FOR THE POSITION
<ul style="list-style-type: none">➤ Functional expert in 3 areas of Sales Management, Customer Service & Business Development.➤ Communication skills - verbal & written.➤ Ability to set up ambitious deliverables, implementation and ensure compliance across team.➤ Effectiveness in a cross cultural environment.➤ Excellent Leadership and negotiation skills.➤ Technical selling capabilities.➤ Cost Management.
III. QUALIFICATIONS AND EXPERIENCE REQUIRED FOR THE POSITION
<ul style="list-style-type: none">➤ Graduate from reputed University / Institute with post graduate qualification in Management preferred.➤ Minimum 6-8 years experience in the area of Key Accounts Management / Sales from Manufacturing Industry preferably from an established and reputed Indian company or MNC. Experience in the area of Automotive spares/ accessories or value added products, Hotel, Service Sector. Significant track record of achievements with demonstrated leadership capabilities.➤ Preference will be given to Female candidate.

(Supervisor's Signature)

(Head of the Department)

(Human Resources)