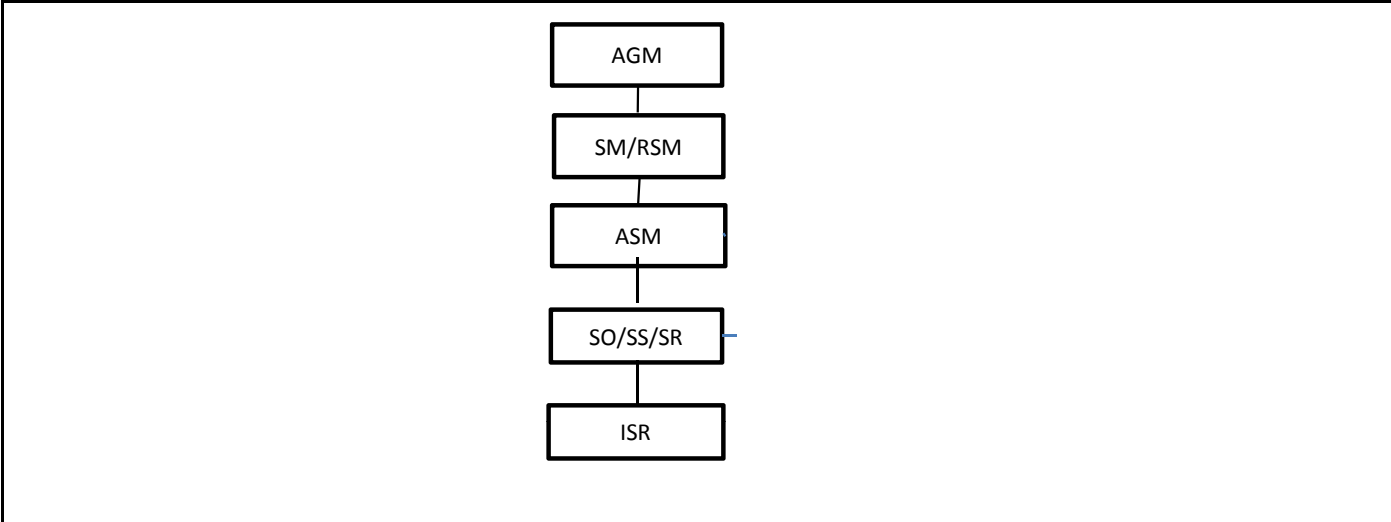


# bajaj Corp limited

## 01 Section One : Basic Information on role

Designation & Role	ASM (Area Sales Manager)	Incumbent name	Vacant
Department & Function	Sales	Location / HQ	
Please indicate the role whom you report to in your current role	Functionally	Administratively	
	SM/RSM Sales	SM/RSM Sales	
Role Written by:		Approved By (Immediate superior)	Subhamay Chatterjee

Draw an organization chart that shows clearly your job, your immediate manager, colleagues who also report to your manager, and your subordinates. (Please fill only job titles and not names of role holders)



## 02 Section Two : Job Purpose

To achieve the given sales target of the HQ/location assigned and to control the Sales team consisting of Sales Officers and Interim Sales Representatives (ISR's).

## 03 Section Three : Dimensions

1. Primary and Secondary sales target achievement.
2. Volume Growth.
3. Distribution.
4. Development of team members

## 07 Section Seven : Skills & Knowledge

Qualification	MBA from a recognised management school or non MBA with sales experience
Experience	6-10 years of experience in hard core sales in FMCG industry.
Skills	Planning and organizing, Efficiency, Orientation, coaching ability, negotiation & customer management, Strategic Agility