

## POSITION DESCRIPTION

<b>POSITION TITLE:</b>	<b>Asst Sales Manager/Sales Manager, India</b>
<b>DEPARTMENT:</b>	<b>Sales</b>
<b>REPORTING TO:</b>	<b>Director-Sales</b>

### PRIMARY OBJECTIVE OF POSITION

To target and win profitable global/regional/national corporate clients thru coverage of the corporate market which will in turn contribute to CWT's top line growth.

### MAJOR AREAS OF ACCOUNTABILITY – *others may be assigned*

- Identify incremental business opportunities by acquiring new Regional/National Corporate Accounts and increase revenue for CWT and the respective location/branch.
- Ensuring representation of clients within CWT, communicating with the key departments of CWT as required on matters till such time the implementation is done and handover is given to Operations/Account management.
- Builds relationships with key contacts to position the company to leverage business opportunities for CWT and respective location/branch.
- Co-ordination and delivery of all tender documentation on behalf of the organization and participate in regional/ global bids as required.
- Identify cross sell opportunities/leads in intra city within India for sales colleagues in respective locations.
- Extensive usage of SFDC as per the organizational needs.

### Health & Safety in the Workplace

Team Member

- Must not deliberately put the health and safety of anyone or themselves at risk
- Must not misuse anything provided for health and safety such as First Aid kit supplies and fire fighting equipment
- Follow reasonable instructions from Management regarding health and safety
- Report any hazards or potential hazards such as inappropriate requests, unsafe equipment or environments to Management

### PRINCIPLE OBJECTIVES / KPI's

- Assist Sales Head to development and execution of sales strategy.
- New client acquisition (regional/national multinational companies) in respective location/city.
- Ensure active usage of SFDC and capture and update accurate client data.
- Other KPI's determined dependent upon market conditions.

### KEY RELATIONSHIPS

- National Manager-Multinational Sales
- Branch Manager
- Sales Managers/Asst Sales Managers
- Sales Coordinator

Teamwork is very important to CWT and you will be expected to work as part of a team. This may mean that you will be required to offer assistance to other employees at any time.

Incumbent is encouraged to seek assistance from Line Manager should further clarification relating to Job Description be required.

CWT may make variations to this Schedule (including additions and deletions) as may be reasonably required to meet its business and operational needs.

Incumbent needs to have a valid work permit for India. CWT India will not support work permit applications