



PR/110337 | Zonal Head

募集職種

人材紹介会社

ジェイエイシーリクルートメントインド

求人ID

1599468

業種

その他（メーカー）

雇用形態

正社員

勤務地

インド

給与

経験考慮の上、応相談

更新日

2026年06月26日 11:24

応募必要条件

職務経験

10年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

無し

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Roles and responsibilities:

- Drive overall sales performance and achieve monthly, quarterly, and annual sales targets for the North Zone.
- Develop and implement strategic sales plans to improve market penetration and dealer productivity.
- Monitor dealer performance and support dealers in achieving business objectives.
- Ensure effective execution of retail campaigns, schemes, and promotional activities.
- Coordinate with cross-functional teams for inventory planning, logistics, finance, and marketing support.
- Analyze market trends, competitor activities, and customer requirements to identify growth opportunities.
- Strengthen dealer network and support dealer development activities.
- Monitor collection status and ensure financial discipline across the zone.
- Lead, mentor, and develop regional sales teams to improve productivity and performance.
- Prepare sales reports, forecasts, and management presentations.
- Ensure adherence to company policies, processes, and compliance requirements.

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