DELOPT INSPIRED TO INNOVATE	**Job Description**	**Format No:HR_F_160** **Version: 2.0** **Date: 23-Jul-21**

Regional Sales Manager -Retail- JD (DJD2022019)		
Roles	Determine the demand for products and services offered by the company and its competitors and identify potential customers in the region. Channel Partner development	
Responsibilities	Identify, develop, and evaluate marketing strategy, based on knowledge of establishment objectives, market characteristics.	
	Negotiate contracts with vendors and distributors to manage product distribution, establishing distribution networks and developing distribution strategies.	
	Use sales forecasting and strategic planning to ensure Monthly, Quarterly & Yearly Sales.	
	Coordinate and participate in promotional activities and trade shows, working with developers, advertisers, and production managers, to market products and solutions.	

Category		**Description**
Qualifications	Bachelor's degree (BE, Btech preffered)	
Experience	Minimum 10 years of experience in Retail Technology & Solutions domain	
Technical & Process Capabilities	Channel marketing, vertical/domain expert, large account management, solution selling, Meeting Retail Customers, consultants and specifying products. Thorough understanding of Retail Technologies, Customer acquisition, requirements and trends in India market. Overall who has practiced Consultative solution selling approach and managed large customers with 1Cr + annual revenues.	
Behavioural Capabilities	Exemplary interpersonal, communication and negotiation skills	
	Excellent team player abilities, with both internal and external parties (customers , business stakeholders, partners, etc.)	
	Natural tendency to be positive, creative, and curious	
	Team player who enjoys collaborating with others	
	Genuine empathy toward customers and commitment to diving into working on their challenges	
Values	Accountable & Responsible, Ethics & Integrity, Knowledge, Collaboration, Caring, Agility, Empowerment with Accountability and Sustainability	
Preferred Experience, Knowledge & Attributes	Experience in IoT, Retail Automation	
	Experience in Working with Channel Partners	
	Experience in working with Industry Domain Experts	
	Basic understanding of Retail Analytics in terms of Dashboards, Reporting Formats, ect...	
Location of work	**2 positions 1 for Delhi & 1 for Mumbai**	