



Manpower Requisition

Job title	Manager Asian Market	Job Code	KTPL – MAM – Sales & Marketing
Department	Marketing	Location	Bangalore

Role & Responsibilities of the position:

1. Promoting and supporting the Wireless Network Solutions products for Asian market, which includes coverage enhancement as well as wireless network infrastructure equipment and services.
2. Manage the Kavveri Sales & Marketing Functions of the Wireless Network Infrastructure products for the complete Asian Market excluding India.
3. The Wireless Network portfolio includes BTS Antennas, RF Cables, repeaters, in-building coverage systems, TMA/TMB equipment, power amplifiers, filters, transmission line equipment and passives like splitters, combiners, duplexers, etc.
4. Interface with customers and promote and sell company products, solutions and services.
5. Customer interfacing includes customer visits, presentations, workshops and tender responses, as well as the responsibility to gain product approval and other activities as required.
6. Build and maintain relationships with customers to promote and sell our product range.
7. Conduct territory analysis and planning to enable appropriate allocation of time to accounts and customers
8. Formulate budgets and sales targets, and report on a periodic basis on the progress and activities of Key Accounts in the region.
9. Liaise with proposals manager on preparation of customer quotations / proposals and response to tenders
10. Perform administrative duties such as sales reporting, Customer Relationship Management (CRM), sales forecasting.
11. Setup a Channel management / Distribution network in various countries.
12. Manage the agents / distributors for local business.
13. Responsible for customer credit management and on time payment collection directly or through agents / distributors.

Person Specification

Education Qualification: BE Electronics/Telecommunications	
Work Experience- No. of years: 10 to 14	Nature of experience: Telecom Field
Essential <ul style="list-style-type: none"> • Products & Technical knowledge in RF Networks. • Customer relationship in countries outside India • Coordinate the sales activities for the products in all Asian countries 	Desirable <ul style="list-style-type: none"> • Management Qualification