



Manpower Requisition

Job title	Manager – Base Station Antenna	Job Code	KTPL - BSA
Department	Marketing	Location	Bangalore

Role & Responsibilities of the position:

1. Promoting and supporting the sales of Base Station Antennas.
2. Understand product specification, features, and target costumers to promote the sales of Base station Antennas.
3. Manage the Sales & Marketing Functions of Base Station Antenna for the complete market.
4. Interface with our R&D and Customers to promote and sells of Base Station Antenna products.
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. Conduct territory analysis and planning to enable appropriate allocation of time to accounts and customers
7. Formulate budgets and sales targets, and report on a periodic basis on the progress and activities of Key Accounts in the region.
8. Liaise with corporate sales team on preparation of customer quotations / proposals and response to tenders
9. Follow up with customers for orders and ensure timely delivery of material.
10. Responsible for customer credit management and on time payment collection.

Person Specification

Education Qualification: BE Electronics/Telecommunications	
Work Experience- 8 to 10 / Nature of experience	
Essential <ul style="list-style-type: none"> Sound technical knowledge in Telecom Products, such as RF/Microwave Products Selling experience of similar products to telecom operators and OEM (Original equipments manufactures) Coordinate the sales activities for the products Good presentation & communications skills both verbal & written 	Desirable <ul style="list-style-type: none"> Selling experience in Base Station Antennas. Good contacts with key persons telecom operators and OEM