



Manpower Requisition

Job title	<i>Manager (Defense Marketing)</i>	Job Code	KTPL - DM
Department	Marketing	Location	Delhi

Role & Responsibilities of the position:

1. Promoting and supporting the RF & Antenna Products & Solutions for the defence industry.
2. Manage the Kavveri Sales & Marketing Functions of the Defence products for the complete market.
3. Interface with our R&D and Customers to promote and sell company products and services.
4. Customer interfacing includes customer visits, presentations, workshops and tender responses, as well as the responsibility to gain product approval and other activities as required.
5. Build and maintain relationships with customers to promote and sell our product range.
6. Be the main interface with the Technical Marketing team at Head Office
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 HO on preparation of customer quotations / proposals and response to tenders
10. Perform administrative duties such as sales reporting, Customer Relationship Management (CRM), , sales forecasting and office administration
11. Follow up with customers for orders and ensure timely delivery of material.
12. Responsible for customer credit management and on time payment collection.

Person Specification

Education Qualification: BE Electronics/Telecommunications	
Work Experience- No. of years: 8 to 10 / Nature of experience	
<p>Essential</p> <ul style="list-style-type: none"> • Sound technical knowledge in RF Products, Antennas for defence application. • Coordinate the sales activities for the products • Good communications skills both verbal & written 	<p>Desirable</p> <ul style="list-style-type: none"> • Knowledge of products used in the defence labs like DLRL, NAL, ADE, HAL, BEL, ISRO, LRDE etc. • Good contacts with key persons in defence establishments.