



## Manpower Requisition

<b>Job title</b>	<b>Regional Manager (Sales &amp; Marketing)</b>	<b>Job Code</b>	<b>KTPL - RM</b>
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**Role & Responsibilities of the position:**

1. Promoting and supporting the Wireless Network Solutions products in the North region, 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 region.
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. Be the main interface with the Technical Marketing team at Head Office
8. Conduct territory analysis and planning to enable appropriate allocation of time to accounts and customers
9. Formulate budgets and sales targets, and report on a periodic basis on the progress and activities of Key Accounts in the region.
10. Liaise with HO on preparation of customer quotations / proposals and response to tenders
11. Perform administrative duties such as sales reporting, Customer Relationship Management (CRM), , sales forecasting and office administration
12. Follow up with customers for orders and ensure timely delivery of material.
13. Responsible for customer credit management and on time payment collection.
14. Assist the IBS Project team with the survey, plan, design, implementation and management of IBS projects
15. Provide guidance and support to the regional resident engineers

**Person Specification**

<b>Education Qualification:</b> BE Electronics/Telecommunications	
<b>Work Location:</b> Bangalore, Mumbai, Kolkata	
Work Experience- 8 to 10 Years / Nature of experience	
<p><b>Essential</b></p> <ul style="list-style-type: none"> <li>• Sound technical knowledge in RF Networks.</li> <li>• Coordinate the sales activities for the products in the North Region</li> </ul>	<p><b>Desirable</b></p> <ul style="list-style-type: none"> <li>• RF Planning, Implementation &amp; testing</li> <li>• Technical Knowledge of BTS Antennas, TMA, TMB etc.</li> <li>• Management Qualification</li> </ul>