

PV Lumens Business ManagerSales Product SalesManager

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Company: PV Lumens LLP

Location: Stock

Category: computer-and-mathematical

PV Lumens LLP

Address: 3rd Floor PramukhPlaza 306 CWing Chakala Rd Andheri East Mumbai
Maharashtra 400099(Nearby W.E Metro station).

JDBusiness Manager(Sales) / Product Manager (Sales)

AboutUs:

PVL is a leading providerof products and services for Network Infrastructure Fire Safety andSecurity Systems Drones

Productivitysolutions and Instrumentation company that is dedicated todelivering exceptional products that make a

difference in peoples lives. We are a teamof forwardthinkers who are passionate about creating solutions that

solve realworld problems.

JobPurpose:

ABusiness Manager / Product Manager owns the complete responsibilityfor the performance of the Product

Category / Brand.

Responsibilities:

Plan own and achieve salestargets for the concerned brands and product categories and deliver

consistent results.

Deliver majority share of business of theBrands and Product Categories

Delivercommercial excellence in brand management including Achievement ofSellin / Sellout targets Inventorymanagement Ageing Stock GP Profitability etc as per definedguidelines.

Devise and Execute MarketingActivities to increase visibility awareness and lead generation for

the Brand / Product Categories

Develop close Vendor relationships with KeyManagement Sales Managers PreSales and Operations Teams

Engage and develop close relationships withKey customers.

Keep apprised of markettrends dynamics competition brands and distribution activities.

Manage operations such as Price Lists Vendorand Customer PO booking Stock

Allocation Stock

Transfers and Reporting requirements of thebrand with the help of the backend team.

Requirement:

Any Graduate/MBA from a wellknown institute/university

2 years of relevant experience

Excel experience

Excellent communication skills wellversedwith recent commercial & marketing trends

Domain:

Business/ Brand/Product experience in at least one or more domain **Networking**

Surveillance Access

Control FireSafety or any othe**IT** relatedIndustry.

Effectively managevendor / partner relationships

Ability to managesales team / presales team across the country.

Ability to takeresponsibility of the profitability of the Business / Brand.

Manage and plan theinventory as required.

Other requirementsin the order of importance.

Product knowledge

Market / Industry knowledge

Reseller/ Channel Development and Management

Why Join Us:

Be part of a dynamic and innovative team.

Opportunities for career growth and development.

Competitive salary and benefits package.

Paid Leaves Work from Office etc.

networking, excel, surveillance, drones, access control, fire safety, network infrastructure, plan the inventory, safety and security systems, aidc

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