# **Jaquar Bathroom Fittings**

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Kathma	ndu

**Area Sales Manager** 

### **Basic Information**

Job Category : Sales/Retail

Job Level: Top Level

No. Of Vacancies: 1

**Employment Type: Full** 

Job Location: Kathmandu

Offered Salary: Negotiable

Apply Before: 2025-11-26 (21 Days, 14 Hours From Now)

# **Job Specification**

Education Level: Bachelor Degree

Education Required : Bachelor's Degree In Relevant Field

Experience Required: Greater Than 4

## Other Specification

#### **FUNCTIONAL REQUIREMENTS:**

- Experience in Business Development and related groundwork
- Experience of doing maket development and growth
- Expertise in creating brand presence and visibility
- Experience of /exposure to concept selling rather than product selling
- Ability to procure leads and cues from everywhere possible
- · Abitlity to establish and maintain a wide network of resources
- To follow up effectively and consistently

### Job Description

#### Job Description:

- To promote entire range of Shower Enclosure in assigned territory
- To keep updated database of builders/dealers/architects
- To develop strong relation with Senior Architect / Designer by personal visit, courtesy call or by one to one meeting at frequent intervals
- •To Educate Architects on Ready to fit/Corner standard sizes in such a way that Architects give leads
- •To Meet Builders as already planned, to educate them on Shower Enclosures
- To make detailed presentation to Senior Architect / Designer
- To visit builders/dealers/architects along with Sales Employees as an expert to aid in closure of sales call
- To ensure that the DCR is updated daily
- Submit weekly action plan in advance and update on work in progress report on weekly basis covering key contents of discussions with customers met and way forward action plan.
- To ensure that Jaquar Shower Enclosure is specified in the Project / BOQ

### POSITION PURPOSE

- To be the Jaquar Brand Ambassador in the builders/dealers segment of the assigned territory
- To educate builders/dealers/architects on Shower Enclosure products
- To coordinate with Sales Employees for Shower Enclosure and Revenue Generation in the Branch.