

Job Description – Executive

Job ID : YM 010-04-26
Designation : Executive
Role : Sales
Department : MI Sales
Location : Gurugram

Job Summary:

We are seeking a motivated and result-driven Executive in MI Sales department. The role focuses on driving channel sales, partner development, market expansion, and sales enablement in the assigned territory. The candidate will play a key role in achieving sales targets, building long-term channel relationships, and improving overall market presence.

Key Responsibilities:

- Identify, onboard, and nurture new channel partners.
- Analyse target vs. achievement channel-wise and product category-wise for the assigned zone.
- Explore new market opportunities through the channel network.
- Analyze market trends, competitor activities, and industry dynamics.
- Collaborate with Marketing and Product teams to provide feedback on sales tools, product positioning, and promotional materials.
- Monitor partner performance and provide constructive feedback for improvement.
- Ensure advance payments and other dues are collected from dealers as per the agreed terms.
- Track key sales metrics and prepare regular performance reports.

Channel Management & Relationship Development

- Long-term relationship building and business growth
- Channel discipline and compliance
- Communication with dealers and business partners

Required Skills:

- Strong communication and negotiation skills.
- Proficient in MS Office.
- Hands-on experience in channel sales management.
- Self-motivated, target-oriented, and result-driven.
- Willingness to travel up to 50% of the time.

Experience: Minimum 3 years of experience in channel Sales or Business Development.

Qualification: Any Graduate

How to Apply:

Please send your resume/CV to hradmin-smb@music.yamaha.com and must mention the Job ID given above, in the subject line and share the following details: -

- Current CTC
- Notice Period
- Location Applied for
