

Job Description – Executive / RSO (Channel Sales)

Job ID	:	YM-021-04-26
Title	:	Sales Executive / RSO (Channel Sales)
Department	:	MI Sales
Location	:	Ahmedabad, Indore, Bengaluru, Hyderabad
Payroll	:	3rd Party

Job Description:

We are seeking dynamic and result-oriented professionals to join our sales team. The ideal candidate will have strong experience in channel sales and along with the ability to build and manage partner networks effectively.

Key Responsibilities:

- Develop and expand the channel partner network within the assigned territory
- Drive sales through both channel partners
- Build strong relationships with distributors, dealers and key stakeholders
- Identify new business opportunities and ensure consistent revenue growth
- Execute marketing initiatives to support sales objectives
- Maintain high levels of customer satisfaction and engagement

Key Skills & Competencies:

- Strong convincing and negotiation skills
- Good marketing and sales acumen
- Excellent verbal communication and interpersonal skills
- Proficient in MS Office

Additional Requirements:

- Willingness to travel extensively within the assigned state
- Ability to work under pressure and consistently deliver results within timelines
- Preference will be given to local candidates and those available for immediate joining

Experience: 3–5 years of experience in channel sales and front-line direct sales

Qualification: Graduate in any discipline

How to Apply

Interested candidates are requested to send their resume/CV to hadminsmb@music.yamaha.com with the Job ID mentioned in the subject line. Please include the following details in your application:

- Current CTC
- Notice Period
- Location Applied For
