

»Maybe tomorrow AI will be driving innovation.«

Cristina

Innovation Technology



Tomorrow is our home.

Find out how you can enjoy, grow and perform at BSH Home Appliances Group: As a leading manufacturer of home appliances and solutions, we encourage commitment and open-mindedness among our employees. With our global brands Bosch, Siemens, Gaggenau and Neff as well as our local brands, our focus truly is on innovation. And that doesn't just apply to our products and services, but also drives the way in which we cooperate, exchange ideas and organize our teams. Everyone is invited to make their individual contribution to our overall success. Join us now and give your career a home.

Area Manager - Consumer Prd (Sales)- Cochin

BSH Household Appliances Manufacturing Private Limited | Full time | Area Sale Manager - Consumer Products (Sales) - Cochin

YOUR RESPONSIBILITIES

To manage sales activities and events in line with the annual Sales and Marketing plan and to achieve/exceed budget and sales strategy for the organization.

- / To forecast sales, set targets and achieve through sales executive, distributors and retailers.
- / Sales planning by developing Annual Business Plans, budgeting, Forecasting, financial model for the region.
- / Responsible for achieving primary & secondary sales targets in terms of value/ volume. And monitor the progress of sales.
- / Develop, support, motivate and manage, supporting staff to improve overall efficiency.
- / Appointing & managing distributors/ dealers.

YOUR BENEFITS

- / Gratuity
- / GMC, GPA GTLI

YOUR PROFILE

- / Monitoring the progress of sales, identifying new product opportunities
- / To maintain and nurture good business relations with distributors and retail trade partners.
- / Achieving of overall business objectives, analysis of market potential and competition strength and achieving the growth.
- / Identifying and networking with dealers/ distributors resulting in deeper market penetration and improved market share.

FURTHER INFORMATION

Please visit bsh-group.com/career. We would love to welcome you in our team!

Find a new home for your professional ambitions:

Apply online now

Home appliances under the brands:

