

## Recruitment for Territory Manager

**Position Title:** Territory Manager

Rank: Deputy Manager/Assistant Manager/ Sr. Executive Department: Sales

**Company: Edison Technologies LTD (EV)**

Job Location: Sylhet, Mymensingh and Rangpur

Employment Type: Full-Time

### **Job Responsibilities:**

- Staying updated with industry developments and market dynamics
- Monitoring competitor activity and adjusting strategies accordingly
- Conducting market research and identifying new trends or opportunities
- Profiling of new and potential dealer for the assigned region.
- Prepare comparative study among potential dealers and make proposal to on-board.
- Allocate sales target among dealers based market size and potentiality.
- Directly engage (face-to- face) with dealer and sales representative to ensure the target achievement.
- Prepare Monthly Dealer ROI report for the assigned region.
- Ensure SKU wise primary sales order including stock movement, mode of payment, timelines of delivery.
- Oversee the availability of Spare-parts for service purpose to ensure customer satisfaction.
- Establish clear sales objectives for team members
- Build and maintain positive customer relationships
- Develop and implement sales strategies to achieve revenue targets in assigned territories.
- Lead, mentor, and motivate a team of sales representatives to meet and exceed sales goals.
- Establish and maintain relationships with key customers, partners, and stakeholders.
- Collaborating with Retailer or Showroom Managers to identify their needs and improve results.
- Analyze monthly sales outcomes and create reports for upper management
- Collaborate with marketing, product, and other cross-functional teams to support sales initiatives.

**Educational Requirements**

- Bachelor's degree (BBA preferred) in Marketing, Sales or any other discipline.

**Experience Requirements**

- At least 5 years experience in two-wheeler sales

**Compensation & Benefits**

- Competitive salary
- Mobile allowance
- Festival bonuses
- Two-day weekend
- Growth opportunities within the organization

**Application & Detailed JD Link:** <https://lnkd.in/gCqChfEQ>

**Deadline: May 31, 2026 (Sunday)**