

JOB DESCRIPTION			
Position Title	Sales Collection Executive – Used Commercial Vehicle	Grade/Level	O2 (L4)
Department	Used Commercial Vehicle	Location	AP/Telangana
Organizational Relationships			
Position reporting to	Territory SalesManager - Used Commercial Vehicle		
Job Purpose			
This role is responsible for driving the monthly, quarterly and annual sales targets ensuring compliance with organization policies and procedures.			
Key Responsibilities			
Functional Responsibilities	• Responsible for developing relationship with business partners, Commercial vehicle owners to source Used Commercial vehicle loans		
	• Implement sales and marketing activities within a location in order to grow the loan businesses		
	• Responsible for meeting the assigned targets		
	• Managing the Delinquency of the business sourced to ensure health of portfolio		
	• Ensure adherence to policies, procedures, processes and other regulatory requirements while conducting sales		
Job Requirements			
Qualifications	Any Graduate		
Competencies	Sales orientation with strong negotiation skills		
	Strong communication and interpersonal skills		
	People Management skills		