

Asian Paints Careers – Job Card – Remote Jobs For Customer Service Manager

Hiring organization
Asian Paints

Job Location

India

Remote work from: IN; US; AU; NZ; HK; JP; KZ; MY; SG; TW; TH; UZ; VN; AT; BY; BE; DK; FR; DE; GR; NL; RU; ES; CH; UK; GB; DZ; KW; MA; QA; SA; MX; AE; CA; GT; DO

Date posted
March 26, 2024

Valid through
31.12.2024

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Base Salary

USD 13 - USD 22

Qualifications

12th Pass, Graduate, Post Graduate

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Employment Type

Full-time

Description

Asian Paints Recruitment 2024

Are you a driven and results-oriented individual with a passion for the paint and décor industry? Do you thrive in a fast-paced environment and enjoy building strong relationships? If so, then a career as a Customer Service Manager at Asian Paints could be the perfect opportunity for you!

Join a Leader in Paints and Décor

Asian Paints is a household name in India, synonymous with quality, innovation, and color. We've been at the forefront of the paint industry for over 75 years, offering a wide range of products for homes, businesses, and industries. Our commitment to excellence extends beyond our products, fostering a dynamic and rewarding work environment for our employees.

Why Join Us as a Customer Service Manager?

In this exciting role, you'll play a pivotal role in driving sales growth for Asian Paints across a designated territory. You'll build strong relationships with our network of dealers, distributors, and potential customers, ensuring they have the products and knowledge to succeed. This role offers the perfect blend of challenge and reward, allowing you to make a tangible impact on the company's success while developing valuable sales and relationship-building skills.

Asian Paints Jobs Near Me

Summary

We're seeking a highly motivated and customer-centric individual to join our growing sales team as a Customer Service Manager. You'll be responsible for achieving assigned sales targets, developing and maintaining strong relationships with customers, and promoting our comprehensive range of paints, décor solutions, and related products. This is a fantastic opportunity for individuals with a strong work ethic, excellent communication skills, and a passion for the paints and décor industry.

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Key Responsibilities

- Develop and maintain strong relationships with assigned dealers, distributors, and potential customers.
- Conduct regular sales calls to understand customer needs and present product solutions.
- Achieve and exceed assigned sales targets for your designated territory.
- Promote new product launches and educate customers on the benefits of Asian Paints products.
- Prepare and deliver sales presentations to a variety of audiences.
- Conduct market research and competitor analysis to stay ahead of the curve.
- Monitor inventory levels and ensure timely product availability at dealerships.
- Prepare accurate sales reports and track key performance indicators (KPIs).
- Collect payments and maintain accurate customer records.
- Contribute to the development and implementation of local sales strategies.

Required Skills and Qualifications

- Minimum of a bachelor's degree in Business Administration, Marketing, or a related field (or equivalent experience).
- 0-3 years of experience in sales, preferably in the paints and décor industry (freshers will also be considered for the right candidate).
- Excellent communication and interpersonal skills, with the ability to build rapport with customers at all levels.
- Strong negotiation and persuasion skills.
- Self-motivated and results-oriented, with a strong work ethic.
- Excellent time management and organizational skills.
- Proficient in MS Office Suite (Word, Excel, PowerPoint).
- Valid driver's license and reliable transportation.

Experience

This role is open to both experienced sales professionals and talented individuals new to the workforce. For experienced candidates, a proven track record of success in achieving sales targets and building strong customer relationships is a plus. Freshers with a strong academic background, excellent communication skills, and a passion for sales will also be considered.

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Why Join Asian Paints?

At Asian Paints, we believe in investing in our people. We offer a comprehensive benefits package that includes competitive compensation, health insurance, paid time off, and opportunities for professional development. You'll also be part of a dynamic and supportive work environment that fosters creativity, collaboration, and growth.

Here are some additional benefits of working at Asian Paints:

- Opportunity to work for a leading brand in the paints and décor industry.
- Dynamic and fast-paced work environment.
- Competitive salary and benefits package.
- Comprehensive training and development programs.
- Opportunity to build a rewarding career with a growth-oriented company.

Application Process

If you're a highly motivated individual with a passion for sales and the paints and décor industry, we encourage you to apply! Please submit your resume and cover letter online.

We look forward to hearing from you!

General Overview

As a Customer Service Manager at Asian Paints, you'll play a key role in driving our sales growth across India. This is an excellent opportunity for individuals who are passionate about sales, building relationships, and the paints and décor industry. We offer a competitive compensation package, a comprehensive benefits program, and a dynamic work environment that fosters growth and development.

Join us and be a part of our success story!

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