

## Tata Motors JD

<b>Introduction</b>	<p>Tata Motors Limited is India's largest automobile company, with consolidated revenues of INR 1, 88,818 crores (USD 34.7 billion) in 2012-13. It is the leader in commercial vehicles in each segment, and among the top in passenger vehicles with winning products in the compact, midsize car and utility vehicle segments. It is also the world's fifth largest truck manufacturer and fourth largest bus manufacturer.</p> <p>The Tata Motors Group's over 60,000 employees are guided by the mission "to be passionate in anticipating and providing the best vehicles and experiences that excite our customers globally."</p>
<b>Position Title</b>	:Customer Advisor(Sales Executive)
<b>Job Type</b>	:On the roll's of TML Dealer
<b>Reports to</b>	:Team Leader / Sales Manager
<b>Career Progression</b>	:Customer Advisor>> Team Leader>> Sales Manager
<b>Function</b>	:Field Sales & Marketing
<b>Salary</b>	:1000/-
<b>Location</b>	:Delhi/NCR

<b>Roles and Responsibility</b>	Achievement of the following targets:- <ul style="list-style-type: none"> <li>o Vehicle retails, Retail Finance, Accessories, Insurance, Extended Warranty, Value Added Services &amp; Exchange Vehicles.</li> <li>o Execution of field campaigns, lead generation activities and tactical sales promotion activities</li> <li>o Following up of all leads generated through various sources such as Walk-ins, Call-ins, web-based, SMS based, through call – center, through field activities, referrals, etc.</li> <li>o Ensuring timely collection of all relevant documents for retail finance and vehicle registration.</li> <li>o Updating all fields of the Green Form of a qualified prospect.</li> <li>o Progressive collection and updating of Customer profile data from Green Form stage to White Form stage.</li> <li>o Taking corrective action for dissatisfied customers.</li> <li>o Ensure high levels of Sales Satisfaction through adherence to Sales SOPs, with a special focus on delivery timing and delivery process.</li> </ul>
<b>Knowledge, Skills and Attitude</b>	Should have high level of energy and a flare for marketing. Should be an out going person, he should not hesitate to go out in the market. Should be fluent in Vernacular Language. Should be having decent communication skills. Should be presentable as they form the image of the brand. Should have basic arithmetic skills
<b>Qualification and Experience</b>	Any: Diploma/ Graduate / B.Tech/MBA / PG (Experience- 0-6 months)
<b>Age:</b>	Below 30 Years
<b>STAR Training Program</b>	
<b>Training Duration</b>	12 Days fulltime classroom training
<b>DD Amount</b>	Candidate who gets shortlisted for training program will remit Rs 1000 in favour of DD to TMI e2e Academy Pvt Ltd, Towards caution deposit. Amount will be refunded by TMI post training completion & Placement drive

<b>Documentation required for Joining</b>	<ul style="list-style-type: none"><li>i. Updated CV</li><li>ii. Recent Passport Size Photograph</li><li>iii. Educational Certificates (Xth, XIIth, UG, PG, if applicable) in Photocopy (Originals required at joining for verification)</li><li>iv. Permanent Address Proof. (Ration / Voter Id Card, Passport, Driving License)</li><li>v. Id Proof (Ration/Voter Id Card, Passport, Driving License, PAN Card)</li><li>vi. Previous Experience Proof, If experienced (Offer Letter /Appointment Letter, Relieving Letter, Pay Slips, Bank Statement).</li><li>vii. Bank account's details (Bank Name, Candidate's A/C No, IFSC/NEFT Code, Branch Location)</li><li>viii. Adhar No</li></ul>
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