

Sales Executive (BroadBand)

Aliases: Territory Sales Executive, Field Sales Executive, Business Development Executive, Feet on Street, Territory Sales Representative, Field Sales Representative

Industry/Sector(s): Telecom

JOB DESCRIPTION ¹

The tasks a Sales Executive (Broadband) is expected to perform include:

- Identifying potential buyer
- Selling broadband/landline services to potential buyer
- Achieving sales target in the given territory
- Ensuring channel development and process compliance

WORK ENVIRONMENT

- It needs one to be on their toes
- Need not handle a team
- Travelling is part of the job
- Part-time and contractual jobs are not available
- Work from home option is not available

Working hours

- Working is 9/10 hours everyday for 5/6 days a week. This may vary from company to company
- Shift system is not available

Is the job suitable for a candidate with special needs?

Maybe

EDUCATIONAL QUALIFICATIONS AND TRAINING ¹

- Minimum– Preferably graduate in any stream
- Certified training for Sales Executive (Broadband) (programme aligned to TEL/Q0201 released by Telecom Sector Skill Council)

KEY COMPETENCIES ¹

- Well-versed with the territory's terrain for mapping its potential
- Knowledge of route plan and funnel management
- Well-versed with the concept of FAB to offer the best plan as per the customer's need
- Knowledge of compliance/technical issues in Closed Ended Funds (CEF's)
- Well-versed with Know Your Client (KYC) guidelines by TRAI for broadband/landline subscription
- Proficient with techniques to identify usage pattern and needs
- Well-versed with the USPs and strength of the organization vis-à-vis competitors'
- Proficient with various media tools to promote products/services

DESIRABLE COMPETENCIES ¹

- Knowledge of sorting incoming and outgoing mail at the post office
- Knowledge of stamping letters and covers, seal bags and loading or unloading them in mail van

AVAILABLE SKILL TRAINING AND LEARNING INSTITUTES

Not applicable

AVAILABLE SKILL TRAINING SCHEMES/SCHOLARSHIPS

<http://www.nsdcindia.org/advocacy>

SAMPLE OF TRAINING AND LEARNING COURSES

http://www.ugc.ac.in/ugc_notices.aspx?id=1077

CAREER PROGRESSION PATH

Sales Representative → **Sales Executive** → Senior Sales Executive → Assistant Sales Manager → Sales Manager → Regional Sales Manager

Transfer option

- India: Yes

- Abroad: Yes

(*This field to open the relevant job title when clicked)

EXPECTED EARNINGS ²

- For freshers - ₹ 15,000 to ₹ 20,000 per month
 - For candidates with experience of 2-3 years or more - ₹ 25,000 to ₹ 30,000 per month
- (These figures are indicative and subject to change)*

REQUIRED WORK EXPERIENCE ¹

0-1 year in Telecom Industry

PROBABLE EMPLOYERS

- Internet service providers across India
- Telecom companies across India

PEOPLE'S CORNER

Coming Soon

KEYWORDS

- Field Sales Representative
- Sales Executive
- Business Development Executive
- Feet on Street
- Territory Sales Executive
- Field Sales Executive

OCCUPATIONAL CODES AND STANDARDS

Standard	Code	Description
NCO 2015	5243.0502	Sales Executive (BroadBand)
ISCO 2008	5243	Door-to- Door Salespersons
NIC 2008	47414	Retail sale of telecommunication equipment
QP Reference	TEL/Q0201	Sales Executive (Broadband)
NSQF	4	NA

REFERENCES

0	http://www.ibef.org/industry/telecommunications.aspx
1	1 Qualification Pack – Sales Executive (Broadband)
2	http://www.timesjobs.com/jobskill/Broadband-Sales-Executive-jobs
3	http://info.shine.com/industry/telecom/9.html
4	http://www.ibef.org/industry/telecommunications.aspx