

# Accessories and VAS Sales Executive

**Aliases:** Sales Executive (Accessories Value added services), Accessories Sales Executive, Value Added Sales Executive

**Industry/Sector(s):** Automotive

## JOB DESCRIPTION <sup>1</sup>

The tasks an Accessories and VAS Sales Executive is expected to perform include:

- Selling vehicle accessories and other value added services along with the sale of the vehicle
- Ensuring sales of accessories and value added services
- Managing customer relationship and quality service standards

## WORK ENVIRONMENT <sup>1, 2</sup>

- It is not a desk job
- Need not handle a team
- Local travelling is not a part of this job profile
- Part-time work and contractual jobs is not available
- Work from home option is not available

### Working hours

- Organizations usually work for 5/6 days a week for 8/9 hours everyday. This may vary from organization to organization
- Shift system may be available
- Overtime may be required

### Is the job suitable for a candidate with special needs?

*This may vary from organization to organization*

## HEALTH AND SAFETY REQUIREMENTS/RISKS <sup>1</sup>

- This job is not considered as hazardous or dangerous
- One may develop occupational hazards such as fatigue due to excessive standing, etc.

## EDUCATIONAL QUALIFICATIONS AND TRAINING <sup>1</sup>

- Preferably, graduate degree or diploma in any discipline
- Certified training for Accessories and VAS Sales Executive (programme aligned to ASC/Q1004 released by Automotive Skills Development Council)

## KEY COMPETENCIES <sup>1</sup>

- Knowledge of the right brand/make/variant of accessories available for a particular vehicle
- Knowledge of model as specified by the respective OEM
- Well-versed with the value proposition for each value added service and accessory along with its USP
- Knowledge of detailed working of various newly launched technologically advanced accessories
- Knowledge of the technical specifications of all accessories and their correct usage/application in various models
- Well-versed with the documentation requirements for different processes
- Basic knowledge of software or format used for CRM within the organization
- Skilled in software or format such as MS word, MS Excel, PowerPoint and Management Information System (MIS)

## DESIRABLE COMPETENCIES <sup>1</sup>

- On-the-job training is optional for ASDC Accessories and VAS Sales Executive Level 4 Certificate or Post graduate degree/diploma holder in Business Administration
- Compulsory on-the-job training for candidates with any other qualification apart from ASDC Accessories and VAS Sales Executive Level 4 Certificate or Post graduate degree/diploma
- Good communication skills
- Good negotiation skills

## PERSONALITY TRAITS <sup>1</sup>

- Good communication skills
- Good negotiation skills

## AVAILABLE SKILL TRAINING AND LEARNING INSTITUTES <sup>1</sup>

- Amity University

<http://www.amity.edu/amity-insitutions.aspx>

- Patna Women's College

<http://patnawomenscollege.in/index.php/academics/programmes-courses.html>

- All India Management Association

<https://www.aima.in/>

## AVAILABLE SKILL TRAINING SCHEMES/SCHOLARSHIPS

For scholarship and schemes, use further links like:

- <https://scholarships.gov.in/main.do>

## SAMPLE OF TRAINING AND LEARNING COURSES

<http://www.mjpru.ac.in/pdf/mktg.pdf>

## CAREER PROGRESSION PATH <sup>5</sup>

VAS Sales Area Sales Manager



Team Head Accessories and VAS Sales



**Accessories and VAS Sales Executive**

*The progression is indicative*

### Transfer option

- India: Yes

- Abroad: No

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

## EXPECTED EARNINGS <sup>3, 4</sup>

For candidates with experience - Rs 15,000 to Rs 30,000 per month

*These figures are indicative and subject to change*

## REQUIRED WORK EXPERIENCE <sup>1</sup>

Some organizations hire new entrants too

## CURRENT MARKET TRENDS

### **Growth and Development in the Automotive Sector in India**

Indian automotive industry holds a prestigious position in the world. It is one of the largest auto sectors in the world and in the year 2014-15, about 31% of the small cars sold in the world were manufactured in India. Growing middle class and a rise in the number of youth are the primary reasons why the automotive sector enjoys such a privileged position. India is also one of the prime auto exporters in the world and this segment is expected to grow even further in the next 4-5 years.

Foreign Direct Investment (FDI) is another reason for this sector to blossom the way it has. Many multinational and Indian companies have invested heavily, which has given this sector the boost it needed. Honda Motorcycle and Scooter India (HMSI) have jointly opened their fourth and the largest scooter plant in the world in Gujarat. Ford is going to introduce Ford Mustang in India in 2016. Nissan Motor Co. is in the process of tying up with the Government to introduce hybrid, technologically advanced, electric cars in India. General Motors, Chrysler, and many well-known players are going to invest in the automotive sector in India. Mercedes Benz has doubled its India assembly capacity. Bayerische Motoren Werke's (BMW) local unit is going to start sourcing for parts from India-based companies.

The Government has also been working constantly to encourage growth and development in this sector. Government has allowed 100% FDI under the automatic route. A separate Department of Transport is being set-up to deal with sector-specific issues. To increase tractor sales in India, Government is providing credits to farmers. Government is also promoting the use and sale of hybrid, eco-friendly, CNG-operated cars to help curb pollution. National Electric Mobility Mission 2020 is created to encourage introduction and eventual transition to eco-friendly, reliable, affordable, and efficient hybrid and electric cars in the country. Experts are predicting that by 2026 this sector will generate 65 million additional jobs in India.

## PROBABLE EMPLOYERS<sup>3, 1, 4</sup>

- Automotive wholesalers
- Value added accessories dealers

## JOB OPPORTUNITIES IN INDIA<sup>5</sup>

Cities and towns in India

## PEOPLE'S CORNER

Coming soon

## KEYWORDS <sup>1</sup>

- Accessories Sales Executive
- Value Added Sales Executive

## OCCUPATIONAL CODES AND STANDARDS

Standard	Code	Description
NCO 2015	3322.0803	Accessories and VAS Sales Executive
ISCO 2008	3322	Commercial Sales Representatives
NIC 2008	45300	Sale of motor vehicle parts and accessories
QP Reference	ASC/ Q 1004	Accessories and VAS Sales Executive
NSQF	4	Not available

## REFERENCES

1	<a href="http://www.nsdcindia.org/sites/default/files/files/Accessories-&amp;VAS-Sales-Executive.pdf">www.nsdcindia.org/sites/default/files/files/Accessories-&amp;VAS-Sales-Executive.pdf</a>
2	<a href="http://socialjustice.nic.in/policiesacts3.php">http://socialjustice.nic.in/policiesacts3.php</a>
3	<a href="http://www.shine.com/jobs/vacant-for-sales-executive/shekhar-chandra-freelancer/5393407">/http://www.shine.com/jobs/vacant-for-sales-executive/shekhar-chandra-freelancer/5393407</a>
4	<a href="http://www.naukri.com/job-listings-Opening-for-the-Position-of-Sales-Executive-automobile-Accessories--TeamLease-Services-Ltd--Mumbai-Nagpur-Ahmedabad-1-to-3-years-150716007393?src=jobsearchDesk&amp;sid=14696197076181&amp;xp=4">http://www.naukri.com/job-listings-Opening-for-the-Position-of-Sales-Executive-automobile-Accessories--TeamLease-Services-Ltd--Mumbai-Nagpur-Ahmedabad-1-to-3-years-150716007393?src=jobsearchDesk&amp;sid=14696197076181&amp;xp=4</a>
5	<a href="http://www.dget.nic.in/upload/uploadfiles/files/publication/Des-Div-3.pdf">http://www.dget.nic.in/upload/uploadfiles/files/publication/Des-Div-3.pdf</a>