

Job Description

Designation:	Branch Head
Department:	Sales
Direct Reporting To:	Vice President - Sales
New Position/ Back Fill:	Back Fill

About A&A

A&A Business Consulting (AABC) is India's leading consulting company for Small and Medium Enterprises. Founded in 2009, AABC has completed 1500 full-fledged consulting projects assisting businesses achieve organised growth. We have presence in 7 states across India with a network of 18000+ SMEs.

Our team of 300+ professionals serves clients from industries as diverse as textiles, machine tools, apparel, agriculture, engineering, chemicals, food processing, healthcare & pharmaceuticals, telecom, education, BFSI, automobile, construction & infrastructure and FMCG, amongst others.

We have six different consulting practices namely, **Sales (Business), Finance, Branding, Human Resources, Information Technology and Operations (Business Processes)**. Our team of 100+ consultants with varied industry expertise are backed by Subject Matter Experts (S.M.E.) team. Together, they are responsible for bringing measurable changes to clients' businesses.

At AABC, our vision is to assist individuals and organizations to GROW. Remaining rooted to our vision, we completed assisting 1239 businesses grow financially in March 2018. We are working towards our next mission of assisting 2020 businesses grow financially by 31st March 2020. We can foresee the change we want to bring in the SME sector in India. We want to craft the financial destinies of millions of SMEs by assisting them grow in an organized way.

Come, let us grow your business together!

MISSION 2020: We will assist 2020 businesses achieve organized growth by 31st March, 2020.

Vision: To assist individuals and organizations to grow.

Values: Initiation | Innovation | Persistence | Passion | People | Performance.

Job Purpose:

Branch Head will be responsible for generating revenue by selling AABC consulting & training products to Small & Medium Enterprise (SME) Businessmen. He will be heading a team of 1 ABH – Agency and 1 ABH – Direct who in turn would manage 10 Business Consultants. (BCs)/Sales Managers.

Detailed Responsibilities:

- Branch Head will be responsible for recruitment of Business Consultants and Growth Partners/Agents under business consultants and drive business through them.
- He/She will be responsible for training and development of the entire direct and indirect team.
- The Branch Head has to drive Monthly PMS and help sales team to achieve their goal sheets.
- He/She has to do activities/initiatives for cost cutting at branch level.
- The Branch Head has to drive morning and daily rituals like role plays, MISs, logins, minimum number new calls, follow-up calls and many more activities.
- He/She shall be responsible for the entire sales team – direct and indirect, to follow the sales process and processes given by management timely.
- The Branch Head has to conduct minimum 20 JFWs per month with the Sales team.

	<ul style="list-style-type: none"> ▪ The Branch Head has to solve customer complaints and respond to queries within defined TATs. ▪ He/She will be responsible for carrying out timely PMS at branch level for direct, indirect and self with the help of the HR. ▪ He/She will be responsible for driving contests, incentives and team-building exercises so that the team remains motivated 24x7. ▪ He/She will be responsible for driving the AABC culture within and remain aligned to the organizational vision and values ▪ The Branch Head will undertake & review asset inventory and initiate various IPR protection measures. ▪ He/She will be responsible for maintaining and coordinating correspondence across departments at Head Office and branches. ▪ The Branch Head will be responsible for maintaining various Sales MISs within defined timelines. 		
Requisite functional /Personal Skills:	<ul style="list-style-type: none"> • Excellent client interfacing skills • Strong analytical and negotiation skills • Knowledge of various business functions along with strong hold on Sales, Agency development • Proficiency in MS office 		
Desired Skills:	<ul style="list-style-type: none"> ▪ Leadership ▪ Thrives under pressure ▪ Performance driven and focused on results ▪ Self-motivated and ability to motivate others 		
Education	Graduate/Post Graduate in any discipline.		
Relevant Experience:	Minimum of 10 years		
CTC per annum:		Total Experience:	Upto 12 years
Will travel?	Yes (For JFW) & H.O	Monthly Net Salary:	
Preferred Domain:	Sales	PF – Yes / No	
Reference Companies:	Max Life Insurance, ICICI Prudential, Bajaj Life Insurance		
Gender:	Male	Marital Status:	Married