

Dear Candidate,

Greetings from AnandRathi Ltd!!

We have opening for Franchisee Manager Profile with us

Job Role: Franchisee Sales

KEY RESPONSIBILITIES AND ACCOUNTABILITY

Job Description:

- Acquire new Franchisee and service existing Franchisee to achieve set IR targets.
- Ensure all the paper work for the Franchisee acquired is done including authorized person or sub broker registration.
- Visit Franchisee mapped at pre-defined frequency and ensure that he is activated in currency
- Commodity and also cross sells all the products of AnandRathi
- Make sure all the payouts and other queries of the Franchisee are addressed.
- Report to AVP / internal audit any suspicious activity which they have seen / heard during their Franchisee visit or otherwise.
- Conduct training events for Franchisee and his employees to help the Franchisee to go out and acquire more customers and increase his business.
- To continuously provide feedback on competitive activities and track market development
- Help Franchisee to conduct investor meets in his location.

Skills-

- Any graduate or Post graduate in Sales and Marketing with 2to 3year of experience in franchisee acquisition.
- Great interpersonal skills should be confident & should have high energy levels.
- Ability and experience in selling concepts and business vision
- Should possess strong networking & relationship building skills.
- May have good existing client relationships in the market.

Kindly reply **with updated CV on akshatasawant@rathi.com** if you are interested for the mentioned Job Role.

Thanks & Regards,
Akshata Sawant
AnandRathi-HRD
022-40013609

Job Opportunity for Franchisee Sales at AnandRathi @ South