

City Head at CarTrade

Experience: 3 - 6 Years

Kolkata, Pune

Salary: Rs.600000 - Rs.700000

SKILLS: Sales, Client Focus, Marketing

Description

Key Responsibilities:

- To source exchange / Trade In Cars business by doing tie-ups with various OEM's and New Car Dealerships
- Ensure that the Quote generation process is executed seamlessly
- Maintain healthy relationship with all clients
- Consistently analyse client needs and provide best-fit solution, timely.
- Develop a field-centric approach and regularly meet client through physical visitations
- Ensure all operational, financial and organisational targets are met on consistent basis
- Exhibit highest levels of integrity, business ethics while conducting business

Key Success Factors:

- Sales and Marketing background
- Good knowledge about automobile sector
- Used and new car exposure
- Existing relationship with used car dealers and new car dealerships will be an added advantage.
- Pricing used vehicles would be an added advantage
- Local guy would be preferred
- Client management

About Company

CarTrade.com is one of India's leading online auto marketplace providing buyers and sellers a structured platform for transacting in new and used vehicles. Since its inception in 2010, we have expanded our offerings across India with a strong network of more than 4000 dealers. Currently, over 4 million unique consumers visit CarTrade.com every month and avail of its

features. CarTrade.com's business can be divided into two parts: CarTrade.com, the consumer portal where the users can visit to buy and sell used/new cars and CarTrade Exchange, the dealer portal which helps them manage their business operations. What makes CarTrade.com unique are its offerings and world class technology. Some of the unique features include used car price information, certified used cars, on road dealer prices and expert reviews that empower our buyers and sellers to choose the most suitable vehicles at the most affordable prices. Additionally, we also provide information related to the automobile industry and the latest automotive news. Our expert views and reviews of exciting upcoming models in the market guide and help buyers choose the best option. We're proud of our sincere and continuous efforts, both for car buyers, sellers and the other people who want to know more about the automotive industry in India. So whether you're a first-time visitor, a frequent site user, an avid auto enthusiast, a job seeker or a journalist working on a story, we hope you'll find what you're looking for.