



सत्यमेव जयते
MINISTRY OF SKILL DEVELOPMENT
& ENTREPRENEURSHIP
GOVERNMENT OF INDIA



Skill India
कौशल भारत - कुशल भारत

PMKVY
PRADHAN MANTRI KAUSHAL VIKAS YOJANA

PLACEMENT OPPORTUNITIES



JOB ROLE OVERVIEW

Field Sales Executive (TEL/ Q0200)

Role Description	Deliver stock to retailers and increase outlet universe, to cover entire population in the assigned territory.
Version	1.0
NSQF Level	4
Minimum Educational Qualifications	12th
Maximum Educational Qualifications	Graduate in any stream
Training (Suggested but not mandatory)	Negotiation and Selling Skills Basics of telecom
Minimum Job Entry Age	18 years
Experience	0-1 year of work experience

Applicable National Occupational Standards (NOS)

1. **TEL/NO200:** Pre-sales preparation.
2. **TEL/NO201:** Increase customer base and revenue.
3. **TEL/NO202:** Increase distribution
4. **TEL/NO203:** Process compliance
5. **TEL/NO110:** Data expertise

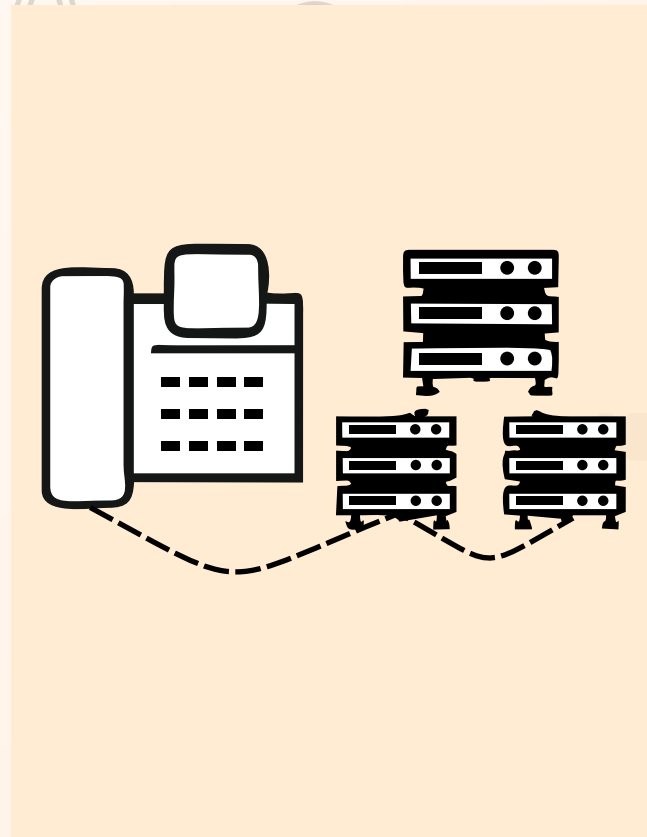
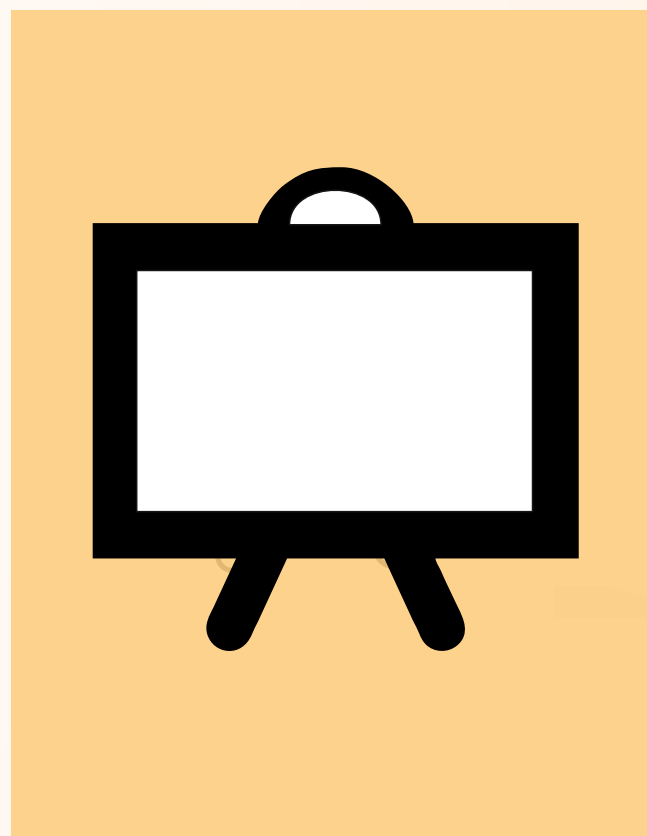
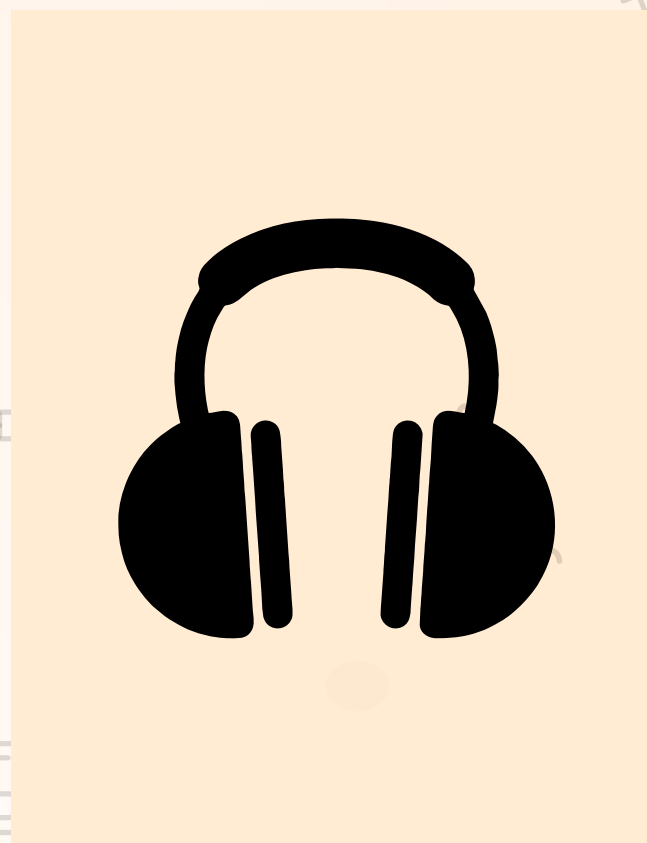
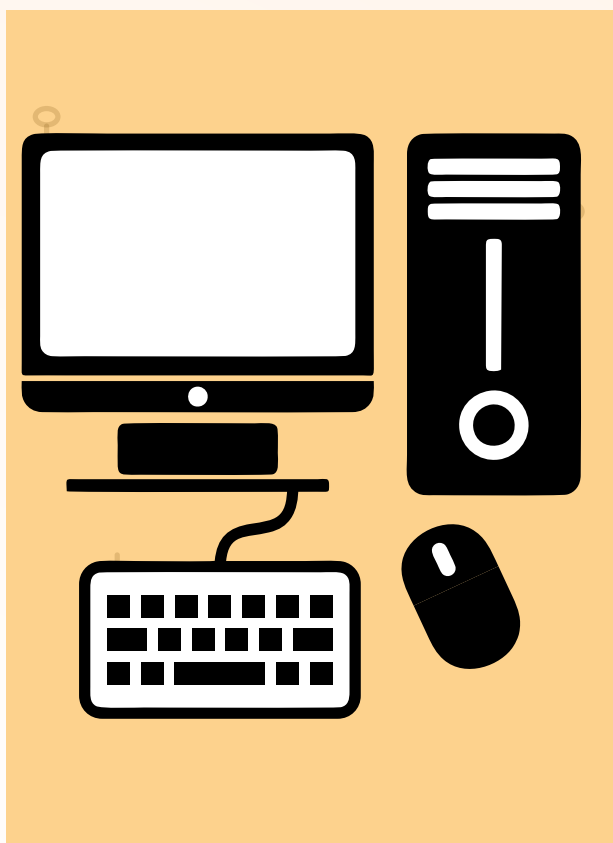
Assessment Guidelines

1. Each performance criteria (PC) will be assigned Theory and Skill/Practical marks proportional to its importance in NOS.
2. The Assessment for the theory part will be based on Knowledge bank of questions created by SSC.
3. Assessment will be conducted for all compulsory NOS, and where applicable on the selected option NOS/ set of NOS.
4. Individual assessment agencies will create unique question papers for theory and skill practical part for each candidate at each examination/ training centre.
5. To pass the Qualification Pack, every trainee should score minimum 70% of aggregate marks to successfully clear the assessment.
6. In case of unsuccessful completion, the trainee may seek re-assessment on the Qualification pack.

EQUIPMENT LIST

Field Sales Executive (TEL/ Q0200)

1.	Computers	x7
2.	Word, Excel	x7
3.	Voice/Accent Trainer Tool/Software	x1
4.	Product Plan Feature Brochures, Handouts Etc	x10
5.	Black/White Board	x1
6.	Projection System With Pc/Laptop	x1





CAREER MAP FOR FIELD SALES EXECUTIVE

Channel Partner

This role requires People and client management, escalation handling and excellent in trouble shooting skills

Field Sales Executive - Team Leader

This role requires managerial skills in managing team, guiding and monitoring the performance.

NSQF - 7



Territory Sales Manager

This role requires managing projects, tracking service metrics and managing budget. Developing strategy for the business development with the channel partner and team lead.

NSQF - 6



NSQF - 5



Field Sales Executive

This role requires selling of product and services produced by the company, to the customer and clearing the doubt. Maintaining the track record.

NSQF - 4

