



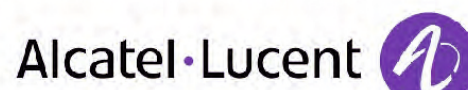
सत्यमेव जयते
MINISTRY OF SKILL DEVELOPMENT
& ENTREPRENEURSHIP
GOVERNMENT OF INDIA



Skill India
कौशल भारत - कुशल भारत

PMKVY
PRADHAN MANTRI KAUSHAL VIKAS YOJANA

PLACEMENT OPPORTUNITIES





JOB ROLE OVERVIEW

Territory Sales Manager- Broadband (TEL/Q0204)

Role Description	Manage assigned territory to increase revenue and customer base through DSA/retail channel and adherence to organizational processes
Version	1.0
NSQF Level	7
Minimum Educational Qualifications	Graduate in any discipline
Maximum Educational Qualifications	MBA or equivalent degree in marketing/sales
Training (Suggested but not mandatory)	Leadership skills Account Management Consultative Selling
Minimum Job Entry Age	24 years
Experience	1-3 years preferred

Applicable National Occupational Standards (NOS)

1. **TEL/N0212:** Managing DSA and retail channel
2. **TEL/N0213:** Managing modern trade
3. **TEL/N0214:** Increase revenue and customer base
4. **TEL/N0215:** Compliance to processes

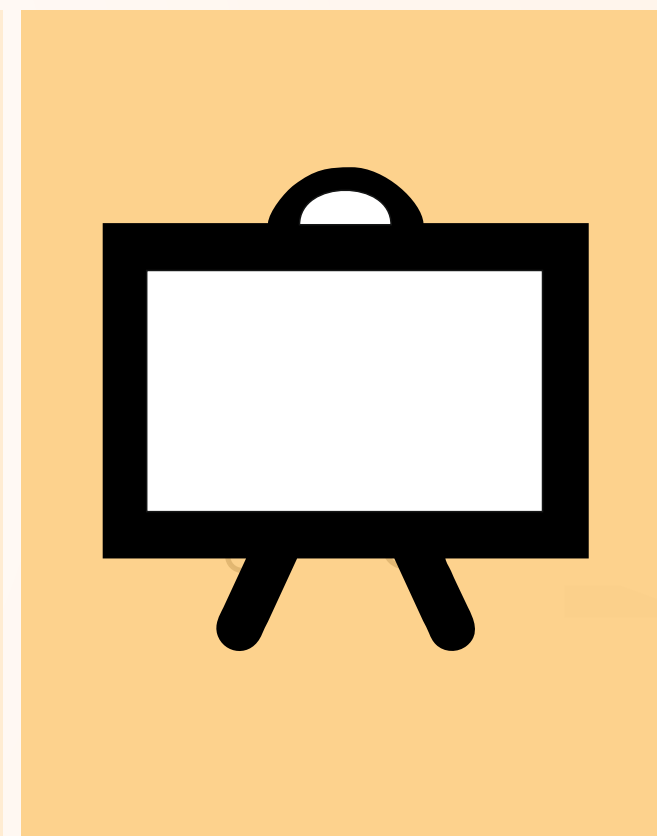
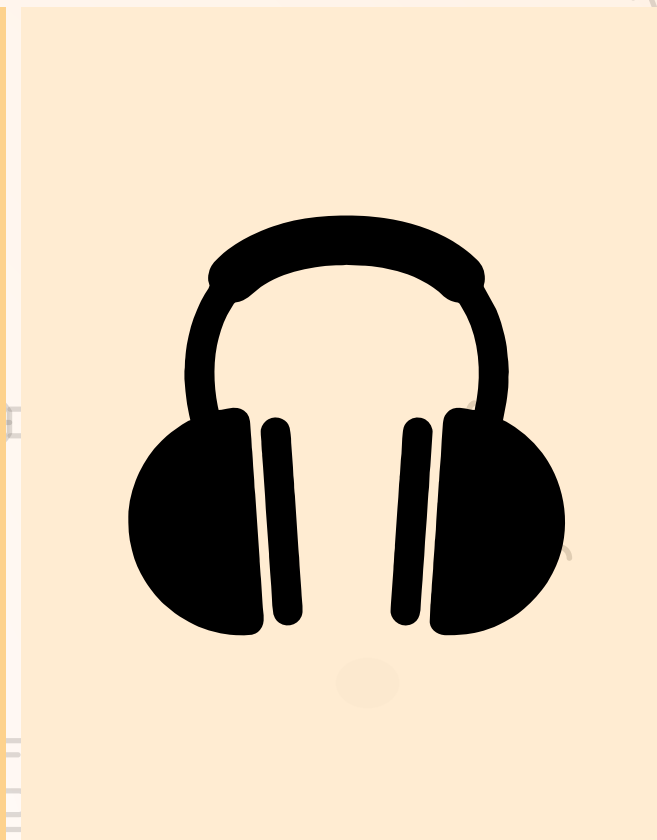
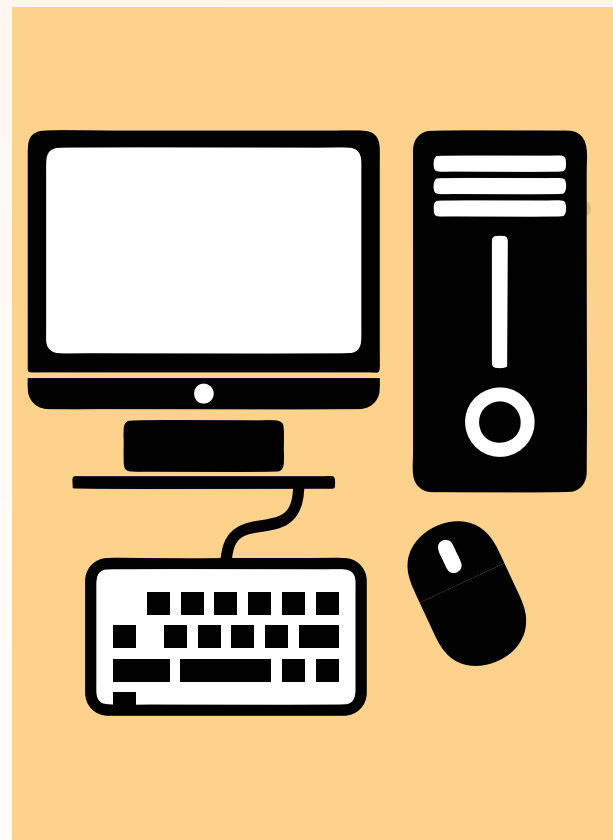
Assessment Guidelines

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

Territory Sales Manager- Broadband (TEL/Q0204)

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





CAREER MAP FOR TERRITORY SALES MANAGER- BROADBAND

