



सत्यमेव जयते
 MINISTRY OF SKILL DEVELOPMENT
 & ENTREPRENEURSHIP
 GOVERNMENT OF INDIA



Skill India
 कौशल भारत - कुशल भारत

PMKVY
 PRADHAN MANTRI KAUSHAL VIKAS YOJANA

PLACEMENT OPPORTUNITIES



Transforming the skill landscape



JOB ROLE OVERVIEW

Distributor Sales Representative (TEL/ Q02100)

Role Description

Promotes/sells/secures orders from existing and prospective customers and help distributors resolve any issues.

Version

1.0

NSQF Level

4

Minimum Educational Qualifications Maximum Educational Qualifications

12th

Graduate in any stream

Training

(Suggested but not mandatory)

Basic computer literacy

Minimum Job Entry Age

18 years

Experience

0-2 years of experience is desired

Applicable National Occupational Standards (NOS)

1. **TEL/N2100:** Pre-Planning
2. **TEL/N2101:** Manage retailer relationship to achieve
3. **TEL/N2102:** Educate retailer's counter sales person
4. **TEL/N2103:** Process compliance for product distribution

Assessment Guidelines

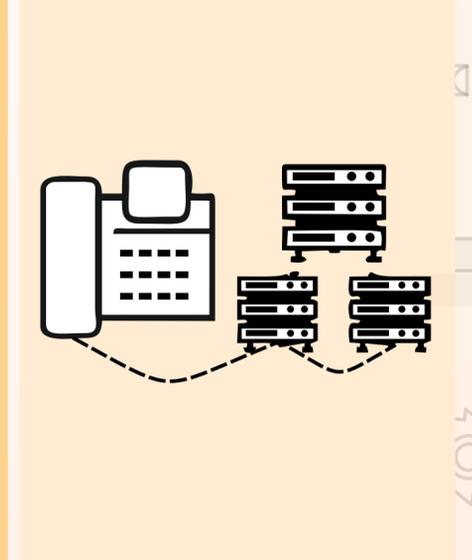
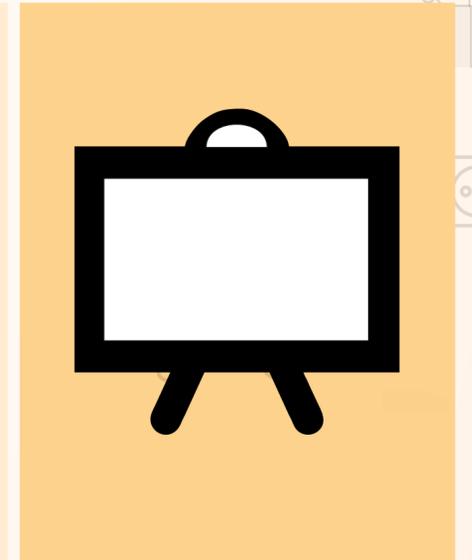
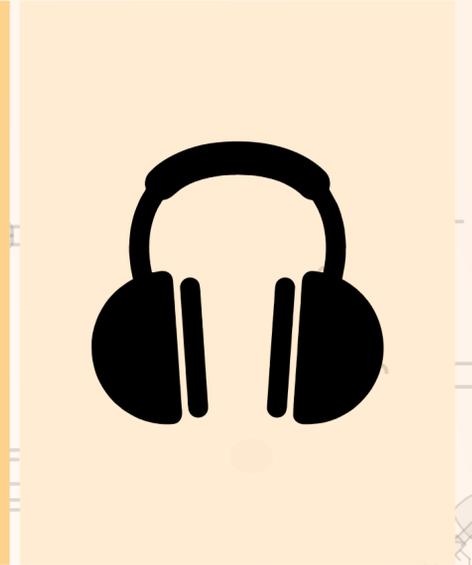
1. Each performance criteria (PC) will be assigned Theory and Skill/Practical marks proportional to its importance in NOS.
2. The Assessment for the theory part will be based on Knowledge bank of questions created by SSC.
3. Assessment will be conducted for all compulsory NOS, and where applicable on 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

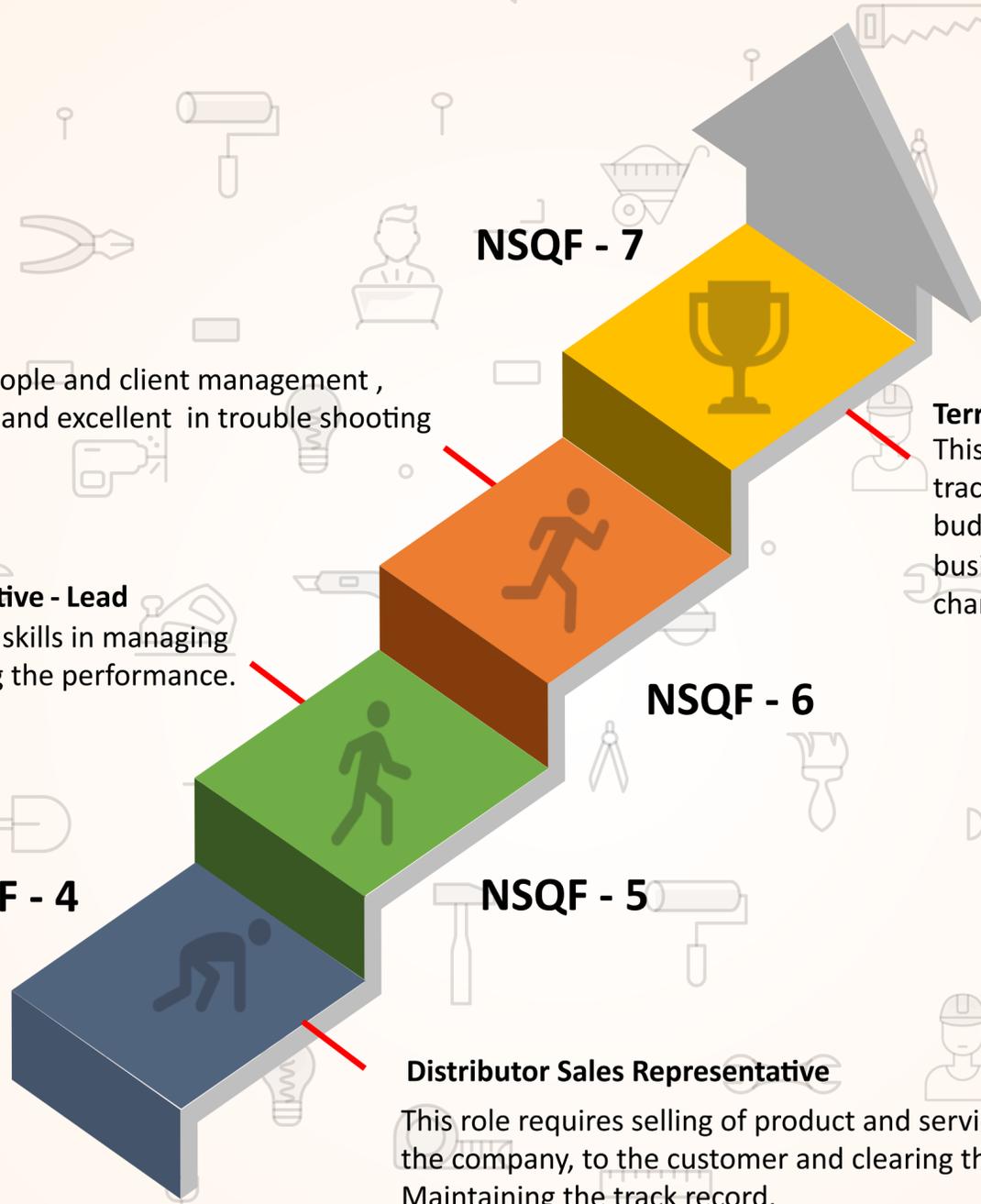
Distributor Sales Representative (TEL/ Q02100)

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 DISTRIBUTOR SALES REPRESENTATIVE



Channel Partner

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

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.

Distributor Sales Representative - Lead

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

Distributor Sales Representative

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