



DRIVING PAN-INDIA EXPANSION: DELIVERING EXPERT FIELD SALES FORCE MANAGEMENT FOR RETAIL GIANT

BACKGROUND

- The client is one of the largest retailers in India.
- Its retail outlets offer foods, groceries, apparel, footwear, toys, home improvement products, electronic goods, and farm implements and inputs.

ISSUES

- Their Sell out division was planning to expand their business across Pan India and they needed a partner who would have a strong Pan India presence in terms of catering to their Field Sales force requirement which will be deployed at their MT & GT outlets.
- The client was already working with a competitor with around 1600+ No's and immediately wanted to transfer the South & West zone to our payroll because they felt extremely confident about our Compliance & Local presence that we have across the locations.

SOLUTION

1. Team ensured that they connect and collect details manually and on board the maximum number of candidates within 5 days(Including the non working days as well)
2. We helped in designing the entire salary structure.
3. We consistently provided support to ensure timely release of offer letters and address all client queries promptly.



OUTCOME



We are exclusively supporting their Festive Hiring and eagerly anticipate managing their entire Pan-India business soon.



We have billed 930+ associates from their electrical, small domestic large domestic appliances department.



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