



Business Development/Sales Manager

- **Vacancy for:** 2
- **Posted on:** July 1, 2017
- **Deadline:** April 26, 2014, midnight

Basic Job Information

Job Category : Sales / Public Relations
Job Level : senior
Job Location : Kathmandu
Offered Salary : None

Job Specification

Education Level : Under Graduate (Bachelor)
Experience Required : Not Required

Other Specification

- Minimum three to five years experience in the sales of ICT Enterprise Solutions and has proven record of success achieving sales targets will be given higher priority
 - Must possess a general understanding of business, Enterprise technology (Server/Storage) and corporate environment
 - Excellent written and oral English communication skills
 - Ability to effectively communicate and negotiate to specific high profile corporate clients, as well as, the business and government community
 - Must possess the ability to effectively convey a professional image with prospective corporations to deliver appropriate information regarding company and services/products
 - Self motivated, Confident, Ambitious, Excellent communication and interpersonal skills
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Job Description

- Research, source, make initial contact (cold calling, telephone prospecting), and meet Potential clients at their locations to accurately qualify the prospect and establish needs
 - Prepare and present proposals and close new accounts in targeted verticals
 - Responsible for heading up their expansion in new markets as well as continued expansion among existing clients
 - Work closely with the Business Development Team to generate new leads via customers, vendors and distribution houses, understand competitors, End to End's market position, and identify event opportunities
 - Strong understanding of customer and market dynamics and requirements
 - Provide timely feedback to the management regarding performance, sales activity reports and account strategy concerns
 - Manage all activities through the Customer Relationship Management Software (CRM),
 - Ensuring consistency and accuracy
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Applying Procedure

Apply Link : <https://merojob.com/business-developmentsales-manager/>

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