



## Project Head - Sales

- **Vacancy for:** 2
- **Posted on:** Sept. 11, 2018
- **Deadline:** Sept. 30, 2018, 11:55 p.m.

### Major Roles and Responsibilities:

- Meet all present and potential projects clients on an agreed frequency
- Finalized customer wise monthly/ yearly volume target as per the company's annual sales plan
- Develop and execute Customers joint business plan (JBP with customers)
- Identify customers need and develop a business plan accordingly.
- Build strong rapport with customers and stakeholders to ensure flawless smooth business operation
- Understanding customer's organizational structure to smoothing day-to-day business with customers
- Handle customer's grievance promptly and ensure to delight customers every time
- Should build strong WIN-WIN business dealings with customers
- Should have capacities to priorities customers as per their present/ potential business size
- Develop and execute effective customer delight program time to time
- Demonstrate complete professional behaviours with all customers and stakeholders
- Not to involve any others business with customers, stakeholders either directly or indirectly, instantly report in writing to his line manager if any conflict of interest situation arises
- Weekly report on competitor's activities in markets to line manager in writing as per agreed format
- Identified new markets, upcoming markets and customers on a regular basis

### Job Specification:

- Professional Sales development skills and ability
- Excellent written and oral communication skills
- Ability to communicate effectively and project a professional image
- Excellent interpersonal skills with the ability to work effectively with individuals and groups at all organization levels
- Ability to work independently and as part of a team
- Established track record in effective leadership talents which includes people development
- Ability to respond effectively to sensitive inquiries or complaints
- Ability to take initiative and prioritize tasks; good time-management, organizational, problem-prevention and problem-solving skills
- Strong analytical ability with active listening skills
- Ability to work accurately with close attention to detail
- Ability to maintain the confidentiality of sensitive information
- Willingness to adapt to changing business needs and deadlines
- Ability to study and apply new information
- Ability to exhibit a professional, business-like appearance and demeanour at all times
- Ability to work as a strategic business partner to enhance project sales
- Strong willingness to the frequent field visit
- A great attitude

### Education and Experience:

- Bachelor in Chemical or Civil Engineering with MBA degree in Sales & Marketing
- Strong business acumen on Cement Industries in Nepalese context

### Applying Procedure:

Qualified candidates are requested to submit their resume and motivation letter, clearly marking for the post of "Project Head-Sales" at [hr@riddhisiddhiments.com](mailto:hr@riddhisiddhiments.com) not later than **30th September 2018**

Only candidates who are under serious consideration will be contacted for the further selection process. The company reserve to right to accept/reject any /all applications without out assigning any reason whatsoever. Canvassing at any stage of the processes shall lead to automatic disqualification

**OR,**

## Applying Procedure

Apply Link : <https://merojob.com/head-project-sales/>

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