



Manager - Lubricant Division

- **Vacancy for:** 1
- **Posted on:** Nov. 30, 2018
- **Deadline:** Jan. 1, 2019, 11:55 p.m.

Basic Job Information

Job Category	: Sales / Public Relations > Channel sales
Job Level	: Senior Level
Employment Type	: Full Time
Job Location	: Kathmandu
Offered Salary	: NRs. 40,000 Monthly

Job Specification

Education Level	: Graduate (Masters)
Experience Required	: Not Required
Professional Skill Required	: Sales & Marketing Management

Other Specification

- Experience in Retail Sales, Distribution Management.
 - Excellent interpersonal communication skills, both verbal and written
 - Self Motivated, Positive attitude, Learning attitude, Personal Growth attitude
 - Sales-driven, results-driven, and target-driven attitude
 - Aptitude for persuasion and negotiation
 - Expert in time management
 - Organized work ethic
 - Proven track record in sales environment
 - Ability to meet and/or exceed monthly and quarterly sales / collection targets
 - Ability to create and deliver client presentations, especially power points and/or white papers
 - Learning attitude is a MUST
 - Local resident is a MUST
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Job Description

- Facilitate cold and warm calls to prospective leads
 - Schedule and follow through on calls with leads and current customers
 - Analyse prospect customers as per product segment
 - Answer all lead and customer questions accurately
 - Develop strategies for more effective sales, both individually and as part of a team
 - Perform cost-benefit analysis for prospective customers
 - Advise on appropriate purchase / product options
 - Accurate and exceptional attention to details of customers and competitors
 - Track activities of competitors and suggest counter strategy
 - Flexible approach to work
 - Team player who deals effectively with colleagues and clients
 - Plan and execute key activities in designated area
 - Find out the reason for buying competitor's product and formulate action plan for conversion
 - Good communication skill and capable of building trusting relationships
 - Analyse retailers / IWS potential for credit and payment system.
 - Analyse / Monitor sales / collection targets
 - Timely tally customer's accounts to inline the credit policy.
 - Update client information in the company contact database
 - Dealing with inquiries and complaints
 - Help organize business promotion with marketing team
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Applying Procedure

Apply Link : <https://merojob.com/manager-lubricant-division/>

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