



National Sales Manager

- **Vacancy for:** 1
- **Posted on:** Oct. 16, 2017
- **Deadline:** Nov. 26, 2017, 11:55 p.m.

Basic Job Information

Job Category : Sales / Public Relations
Job Level : Senior Level
Employment Type : Full Time
Job Location : Kathmandu
Offered Salary : Negotiable

Job Specification

Education Level : Graduate (Masters)
Experience Required : More than or equal to 15 years

Other Specification

- Bachelor Degree with minimum 15 yrs of experience or Master's Degree with 10 yrs of experience are preferable (Degree in Engineering will be an advantage).
 - Strong business acumen on Cement in Nepalese context.
 - Prior experience in Cement business will be preferred
 - Strong business acumen on National & international context
 - Master in management or equivalent sales experience
 - Excellent written and oral communication skills; ability to communicate effectively and project a professional image
 - Exposed to Superior sales and management skills with accomplishments all through his/her career
 - Excellent written, oral communication and presentation skills
 - Most of the regional sales manager will be travelling; candidate applying for this job must travel and control the activities of sales and marketing representatives and agents
 - Established track record in effective leadership talents which includes people development
 - 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
 - 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 demeanor at all times
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Job Description

- Achieving growth and hitting sales targets by successfully managing the sales team
- Designing and implementing a strategic sales plan that expands company's customer base and ensures its strong presence
- Communicating job expectations; planning, monitoring, appraising, and reviewing job contributions; planning and reviewing compensation actions; enforcing policies and procedures
- Achieves area sales operational objectives by contributing area sales information and recommendations to strategic plans and reviews; preparing and completing action plans
- Achieve area sales financial objectives by forecasting requirements
- Preparing an annual budget; scheduling expenditures; analyzing variances
- Establishes sales objectives by creating a sales plan and quota; in support of national objectives

- Maintains and expands customer base by counselling area sales representatives; building and maintaining rapport with key customers; identifying new customer opportunities
- Recommends product lines by identifying new product opportunities, and/or product, packaging, and service changes
- Implements trade promotions by publishing, tracking, and evaluating trade spending

Additional Responsibilities:

- Provide status reporting of team activities against the target plan or schedule
- Keep the Sales Head informed of task accomplishment, issues and status
- Serve as a focal point to communicate and resolve interface and integration issues with other teams
- Escalate issues which cannot be resolved by the team
- Provide guidance to the team based on management direction

Report To: Director - Sales

TO APPLY:

Qualified candidates are requested to submit their resume and motivation letter, clearly marking for the post of "**National Sales Manager**" at hratcement@gmail.com not later than **17th of Nov, 2017**

The right candidate is expected to be excellent in written/spoken English and Nepali and be an excellent computer proficiency with working knowledge of full office package. Salary and perks will not be a bar for highly deserving candidates.

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

OR,

Applying Procedure

Apply Link : <https://merojob.com/national-sales-manager-10/>

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