



## Sales Manager

- **Vacancy for:** 1
- **Posted on:** Feb. 20, 2018
- **Deadline:** March 7, 2018, 11:55 p.m.

### Basic Job Information

Job Category : Sales / Public Relations > Sales and Marketing  
Job Level : Top Level  
Employment Type : Full Time  
Job Location : Kathmandu  
Offered Salary : Negotiable

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### Job Specification

Education Level : Graduate (Masters)  
Experience Required : More than or equal to 3 years  
Professional Skill Required : Business Acumen, Coaching, Leadership, Salesmanship

### Other Specification

- Proven track record of minimum 3 years, successfully managing sales teams
  - Relevant industry experience and knowledge of the company's market
  - Highly motivated with a drive to succeed and a passion for sales
  - Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization
  - Target driven and business motivated individual
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### Job Description

- Determine annual unit and gross-profit plans by implementing marketing strategies; analyzing trends and results
  - Establish sales objectives by forecasting and developing annual sales quotas for regions and territories; projecting expected sales volume and profit for existing and new products
  - Implement national sales programs by developing field sales action plans
  - Contribute to team effort by accomplishing related results as needed
  - Manage, develop, coach, control and motivate the sales force to develop their skill to ensure that a high professional standard is achieved and monthly sales target and KPI target are met
  - Managing the sales team and all sales activities within the company.
  - Carrying out sales training with sales executives and role-playing sales techniques.
  - Develop, maintain and execute a territory plan
  - Continually assess current business distribution channels, develop and evaluate their performance and manage conflict ensuring alignment with territory plans
  - Prepare to report as needed
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### Applying Procedure

Apply Link : <https://merojob.com/sales-manager-127/>

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