



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

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

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

Applying Procedure

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

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