

JD – Sales Manager

Job Specification:

- The Sales Manager is the person helps company to meet our customer acquisition and revenue growth targets by keeping company competitive and innovative.
- Sales manager leads a sales team by providing guidance, training and mentorship, setting sales quotas and goals, creating sales plans, analyzing data, assigning sales territories and building the sales team.

Responsibilities:

- Achieve growth and hit sales targets by successfully managing the sales team.
- Design and implement a strategic business plan that expands company's customer base and ensure its strong presence.
- Own recruiting, objectives setting, coaching and performance monitoring of sales talents.
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
- Present sales, revenue and expenses reports and realistic forecasts to the management team.
- Identify emerging markets and market shifts while being fully aware of new products and competition status.
- Maintains sales talents work results by counseling and disciplining talents, and planning, monitoring, and appraising job results.
- Contributes to team effort by accomplishing related results as needed.

Requirements:

- Bachelor's degree / MBA in IT, marketing or business administration or a related field
- Minimum three years of experience as sales manager role
- Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization
- Proven ability to drive the sales process from plan to close
- Strong business sense and industry expertise
- Excellent mentoring, coaching, people management and leadership skills
- Mentoring and coaching sales talents
- Proven track record of positive sales performance