

JOB VACANCY

Urgently required for Communication Company in KSA

□ (Sales Manager)

SIM cards, scratch vouchers, connect cards wimax and other mobile services □

Job Objective:

Responsible for the development and performance of all sales activities in assigned market. Staffs and c

Responsibilities:

- Develops a business plan and sales strategy for the market that ensures attainment of company s

- Responsible for the performance and development of the Account Executives.
- Prepares action plans by individuals as well as by team for effective search of sales leads and prospects.
- Initiates and coordinates development of action plans to penetrate new markets.
- Assists in the development and implementation of marketing plans as needed.
- Conducts one-on-one review with all Account Executives to build more effective communications, training and motivation.
- Provides timely feedback to senior management regarding performance.
- Provides timely, accurate, competitive pricing on all completed prospect applications submitted for review.
- Maintains accurate records of all pricings, sales, and activity reports submitted by Account Executives.
- Assists Account Executives in preparation of proposals and presentations.
- Controls expenses to meet budget guidelines.
- Adheres to all company policies, procedures and business ethics codes and ensures that they are followed.
- Recruits, tests, and hires Account Executives based on criteria agreed upon by senior management.
- Manage client relationship through all phases of the sales cycle

Job Specifications:

- 7-10 years of experience in sales management.
- Extensive experience in all aspects of Supplier Relationship Management.
- Strong understanding of customer and market dynamics and requirements.
- Willingness to travel and work in a global team of professionals.
- Proven leadership and ability to drive sales teams
- Outstanding Written and Verbal Communication Skills

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