

Assistant Sales Manager

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Company: Abm Data Systems (Pvt.) Ltd.

Location: Saddar Town

Category: other-general

Target Achievement1. Should be able to achieve defined targets on quarterly or annual basis on Corporate Sector. Should also focus on Tender business of Karachi2. Manage subordinates and derive them to achieve assigned targets3. Karachi is divided into five regions, Asst. Manager is responsible to Promote sales in assigned region of Karachi4. All employees are expected to boost sales for all products. Assistant Manager Corporate Sales is supposed to forward sales leads to concerned person for the brands Bixelon, Billcon, IBM & Posiflex. Director Sales should be informed about all lead forwarding.Tender Participation5. Identify Tenders for Sindh and Baluchistan and report for achievement with Manager Corporate Sales6. Asst. Manager should have coordination with Hyderabad, Islamabad & Lahore Offices, in order to work on tender business for Karachi7. If required Asst. Manager shall visit interior SindhCustomer & Competition Management8. Identification and formation of new customers9. Regular visits to customers with team and on individual bases10. Identify competitors and updated competitors strategiesTeam Development11. Identify need for training for each subordinateCompliance with Organizational Ethics12. Keeping the day to day affairs of branch with respect to sales, accounts, receivables, financial management etc.13. Report office after daily visits before 6:00pm and submit Daily Activity Reports on regular bases14. Following Administration, HR and Company Policies Job Specification Applicant should have following skills & attributes:Convincing & Negotiation PowerCommunication & Presentation skillsPressure Handling & Time ManagementAbility to achieve sales targetTeam Player Information Technology and Services - Karachi, Pakistan

#J-18808-Ljbffr

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