

## Head Corporate Sales (Flex Solutions)

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Company: Highly Keen

Location: Lahore

Category: other-general

### Head Corporate Sales (Flex Solutions)

Highly Keen, Pakistan Highly Keen is looking for Head Corporate Sales for one of its client related to Flex Business. Job description of the required candidate is following;

1. Plan monthly targets of Corporate Sales Lahore division and distribute those targets into team.
2. Monitor and guide the Business Development Executives on their performance in reference to their sales performance parameters and ensure a smooth sales related operational functionality of team.
3. Ensure that Business Development Executives have a keen eye on client's activities related to their upcoming outdoor campaigns.
4. Achieve monthly sales targets through immediate team.
5. Find new big corporate clients and personally pitch them brand products firstly through corporate and products presentation.
6. Conduct monthly business review meeting with already defined agenda and any other performance matters.
7. Conduct quarterly meetings for setting / reviewing / revising performance standards and KRAs of the direct reportees.
8. Perform Performance evaluations of immediate staff on quarterly basis.
9. Ensure Proper Training & Development of the Staff wherever & whenever needed through performance appraisal and training need analysis.
10. Developing department staff through formal and informal coaching, counseling & mentoring sessions.

11. Succession Planning: Develop a successor of himself as well as successors of his immediate subordinates.

12. Do second (technical) selection interview of staff needed to be hired in Corporate Sales Lahore Division.

13. Perform frequent courtesy call visits to Clients' Regional Office or Head Office

14. Get knowledge from business development executives about top customers moves as well as competitors' moves. Job Specification Achievement and results orientation

Business Presentation Skills

Corporate Communication Skills Management Consulting - Lahore, Pakistan #J-18808-Ljbffr

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