

Head of Sales Operations

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Company: Fast Cables

Location: Lahore

Category: other-general

Job Summary Responsible to develop sales strategies and ensure compliance of sales operations as per strategic plans. **Job Responsibilities:** Maintain close coordination with Sr. GM Sales and RBMs and develop sales strategies aligned with organization mission and vision to achieve financial and profitability goals. Maintain up to date knowledge of competitor products and strategies and develop counter strategies for improving sales performance or higher margins on existing sales. Ensure sales team also monitor competitors' activities regarding product, pricing etc. in market and maintain close coordination with sales operations for counter action in the region. Develop or update sales processes for sales team and ensure operational compliance. Oversee all operational sales activities in all regions to ensure smooth operations. Coordinate sales and marketing activities in all regions and ensure all regions achieve their sales and profitability targets. Regularly analyze data from various sources and develop opportunities for improvement. Serve as a liaison between Sr. GM Sales and Regional Business Managers (RBMs). Achieve monthly/quarterly/semi-annually sales and recovery targets of the regions. Monitor sales activities in the region, meet clients, lead negotiations whenever required and close the deals. Ensure sales team develop long lasting relationship with all existing FAST clients/customers. Conduct performance meetings with immediate staff and ensure performance evaluations on quarterly basis. Evaluate subordinates on merit as per the KPI achievements and attributes. Ensure training and development of staff through formal and informal training, coaching, counseling and mentoring. **Succession Planning:** develop a successor of himself as well as successors of his key immediate subordinates. Undertake any

other tasks related to sales assigned by senior management. for more details, contact us at danisha.sultan@rootsinternational.edu.pk

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