

Institutional Sales Manager - Islamabad

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Company: Talent Optimizers

Location: Islamabad

Category: sales-and-related

Create and implement institutional Sales plans in line with company sales plan and company strategy.- Actively monitor and ensure that institution customer's work within sales plan perimeters.- Organize and effectively implement new product launches / Re-Launches throughout all the institutions as required.- Implement all trade marketing programs in key accounts / institutions throughout the area after the approval of Head of the department.- Actively ensure that institutional sales teams possess acceptable levels of knowledge and skills to achieve planned objectives.- Effectively control the leakage, damage cost of key accounts and institutions.- Actively ensure the functionality of the subordinates by regular field visit.- Conduct monthly sales meeting to guide and assist sales team in over coming their difficulties.- Establishing performance / development goals, providing training and evaluating performance of institutional sales team. Job Specification IT Skills Proficient in Windows, MS Office & InternetSpecialization: Institution SalesBase Town Rawalpindi / IslamabadWork Town: North & Central RegionJob tenure PermanentGender requirement MaleAge requirement 30-35Qualification M-B-A from reputable institution Information Technology and Services - Karachi, Pakistan About Us Talent Optimizers (TOP) was established with a vision of partnering the professionals in optimizing their talent through polishing their skills, helping them finding better jobs and making a successful career. On the other hand, TOP believes in provi mustakbil.com asks for your consent to use your personal data to: perm_identityPersonalised ads and content, ad and content measurement, audience insights and product developmentdevices Store and/or access information on a device Some vendors may process your personal data on the basis

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