

## Institutional Sales Manager - Islamabad

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Company: Talent Optimizers

Location: Islamabad

Category: other-general

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 sub-ordinates 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 & Internet

Specialization: Institution Sales

Base Town Rawalpindi / Islamabad

Work Town: North & Central Region

Job tenure Permanent

Gender requirement Male

Age requirement 30-35

Qualification 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 providing a platform where professionals can find better job opportunities. mustakbil.com asks for your consent to use your personal data to: perm\_identity Personalised ads and content, ad and content measurement, audience insights and product development

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