

## It Solutions Sales Manager

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Company: Al-Awwal Managment Consultancy

Location: Karachi

Category: other-general

1. Present and sell company products and services to current and potential clients.
2. Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made.
3. Follow up on new leads and referrals resulting from field activity.
4. Identify sales prospects and contact these and other accounts as assigned.
5. Prepare presentations, proposals and sales contracts.
6. Develop and maintain sales materials and current product knowledge.
7. Establish and maintain current client and potential client relationships.
8. Manage account services through quality checks and other follow-up.
9. Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals.
10. Communicate new product and service opportunities, special developments, information, or feedback gathered through field activity to appropriate company staff.

Participate in marketing events such as seminars, trade shows, and telemarketing events.

2. Provide on-the-job training to sales employees.

Information Technology and Services -  
Karachi, Pakistan

About UsAL-AWWAL MANAGMENT CONSULTANCY established to focus on all the basics and strategic needs of corporate world.Our team consists of qualified specialists having international experience of renowned multi-nationals, government and local organization.

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