

## National Sales Manager

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Company: HRSI

Location: Karachi

Category: other-general

Title of the Position

### National Sales Manager (OTC & Consumer)

Position Report to:

**Director/Chief Executive**

Age

**40-45 Years**

### Job Specification:

Direct and oversee an organization's sales policies, objectives and initiatives. Set short- and long-term sales strategies and evaluate effectiveness of current sales programs.

Recommend product mix enhancements to improve customer satisfaction and sales potential. NSM has strong interpersonal, leadership, and communication skills. Also possess an in-depth knowledge and understanding of products, competitors and market.

Familiar with a variety of the field's concepts, practices and procedures. Rely on extensive experience and judgment to plan and accomplish goals. Lead and direct the work of others. A wide degree of creativity and latitude is expected. Periodic reports to top management. The successful candidate will understand what motivates customers to buy and know how to tap into those needs and desires in an effective way.

### Qualification and Skills Requirements:

- 1 . Bachelor's or Masters degree in Business Administration and Marketing
- 2 . **10 years experience** in marketing or sales.

- 3 . Experience in management may be advantageous.
- 4 . Understanding and knowledge of sales, marketing and management
- 5 . Excellent communication, interpersonal, and customer service skills
- 6 . The ability to understand and follow company policies and procedures.
- 7 . The ability to work under pressure.

#### **Perks and Benefits:**

##### **1. Monthly Salary:**

As per Market Value

2. Vehicle : Car Allowance (As per policy)
3. Provident Fund: Yes (After Confirmation)
4. Medical Insurance: Yes (after confirmation)
5. Leaves (As per policy)
6. Annual incentive

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