

Outbound Sales Manager

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Company: Buzz Interactive

Location: Lahore

Category: other-general

Outbound Sales Manager

Buzz Interactive, PakistanLead both inbound and outbound channels for business development (don't apply if you don't have outbound experience)

Lead your team to create meaningful new business relationships for the agency

Hire, inspire and train new team members as well as develop and reward top performers

Lead and inspire a team of Account Executives and BDR's tasked with prospecting, generating pipeline and closing business

Ensure team and individual quotas are exceeded

Work closely with cross-functional partners in Revenue operations, Product, Marketing, Employee Success, Customer Success

Contribute to annual strategic planning process

Manage weekly team-wide pipeline meetings and training sessions

Report on team pipeline and forecasts to CRO Leadership

Ensure team collaboration, promote a positive work environment and remain customer-obsessed

Job SpecificationGreat communication and interpersonal skills.

Able to reach prospective clients through Call/Email.

Information Technology and Services - Lahore, Pakistan

#J-18808-Ljbffr

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