

## Sales And Marketing Manager

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Company: Armtech Business Solutions

Location: Karachi Division

Category: sales-and-related

Identifies marketing opportunities by identifying consumer requirements; defining market, competitor's share, and competitor's strengths and weaknesses; forecasting projected business; establishing targeted market share. Meets marketing and sales financial objectives by forecasting requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions. Determines annual and gross-profit plans by forecasting and developing annual sales quotas for regions; projecting expected sales volume and profit for existing and new products; analyzing trends and results; establishing pricing strategies; recommending selling prices; monitoring costs, competition, supply, and demand. Accomplishes marketing and sales objectives by planning, developing & implementing sales promotional programs; developing field sales action plans. Job Specification 4-6 years of experience in sales management. Proven track record of target achievement in challenging & competitive work environment. Experience with enterprise software solutions and large, complex organizations. Required extensive experience of tailor made product and BPO selling. Strong understanding of customer and market dynamics and requirements. Willingness to travel and work in a global team of professionals. Proven leadership and ability to drive sales teams. Mature leadership from a strong yet humble confidence that inspires, sets a standard for other leaders, and engenders trust. Information Technology and Services - Karachi, Pakistan About Us Armtech Business Solutions Private Limited, stands among the fastest growing & up-coming IT companies, based upon the ISV and BPO business model we offers futuristic business automation solutions with presence in Pakistan, UAE & Saudi Arabia. We' mustakbil.com asks for your consent to use your personal

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