

Sales Manager

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Company: Collabrain

Location: , , Pakistan

Category: sales-and-related

Job DescriptionA building material company in Karachi is looking for a Sales Manager who will be responsible for developing and leading its sales department. The right candidate must have prior experience in building materials segment such as Furniture, Interior Fit Outs, Flooring, Tiles, Pavers or Blocks as well as good working relationship with key stakeholders such as architects, building materials stores, craftsmen etc.**Key Tasks :-** Responsible setting up sales department including hiring sales persons, training, motivating and supervising them to achieve sales targets.- Setting up annual sales targets in consultation with management and breaking them into monthly and quarterly targets.- Allocating areas to team members, setting individual targets for them, and analyzing sales data to gauge individual performances.- Exploring and maximizing current markets and developing new markets for growth in sales.- Dealing with major customers himself including handling complaints and objections.- Be updated about current and upcoming products as well as their stock availability.- Create new sales opportunities through site visits, networking, and past relationships.

#J-18808-Ljbffr

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