

Sales Manager - Islamabad

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Company: Hyper Impex

Location: Islamabad

Category: other-general

Degree Level. Excellent English Communication Skills Both (Writing & ORAL)

HyperImPeX is Pakistan based company and looking for a professional sales manager who must have extremely good experience in furnitures and fabrics, the sales manager shall assist company meet our customer acquisition and revenue growth targets by keeping our company competitive and innovative. You will be responsible for maximizing our sales team potential, crafting sales plans and justifying those to plans to the upper management.

The accommodation and facility will be furnished by the employer those who are capable to the below requirement shall apply for the mentioned vacant. Please take into mind that precedence will be given to the Rawalpindi/Islamabad Province Stationed Applications. The shop is situated in Islamabad Golra Morr.

Responsibilities:

Achieve growth and hit sales targets by successfully managing the sales team

Design and implement a strategic business plan that expands company's customer base and ensure a strong presence

Own recruiting, objectives setting, coaching and performance monitoring of sales representatives

Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs

Present sales, revenue and expenses reports and realistic forecasts to the management team

Identify emerging markets and market shifts while being fully aware of new products and competition status

Provide Daily or Monthly report to the leading team

Shall be able to write, print quotation to the customer and file them in company database

Job SpecificationIt's essential that you have:

Proven experience using a range of agile project management methods

Proven experience balancing multiple priorities and dealing with ambiguity

Understanding of the fabrics landscape

Degree

Must have knowledge of Internet and maintain 24/7 communication with leading team.

Hyper Impex PVT LTD is Pakistan based and national Pakistani indigenous company, and operated trading & logistics, providing professional services in the field of Furnitures, Fabrics and Logistics, Office Furniture, Home & Office Curtains,

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