

Sales Manager

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Company: Inspirations (Pvt.) Ltd.

Location: Karachi Division

Category: sales-and-related

Sales Manager Inspirations (Pvt.) Ltd., Pakistan Looking for a Sales Manager at Inspirations (Pvt) Ltd in Bahria Town Karachi Office. Job Description: As a Sales Manager, you directly receive meaningful responsibilities as of day one. You are in charge for maintaining and expanding a long-term partnership with your customer by continuously proposing solutions and plans that meet their objectives. To do so, you'll develop a keen understanding of your product categories and markets. Delivers sales, shipment and share goals by executing the JBP plans in store/customer level. Delivers superior Sales fundamentals to win with shoppers/buying influencers at the FMOT and Executes Perfectly at in-store/customer level. You'll be part of a customer team in which trust, team spirit, real passion for winning and leadership are very important. You'll be part of a customer team in which trust, team spirit, real passion for winning and leadership are very important. Responsibilities: • Developing and maintaining a productive long term relationship with your customer • Acquiring a deep understanding of your customer needs and requirements • Acquiring an in-depth understanding of your shoppers, categories and market • Adapting and optimizing country commercial guidelines to your specific client • Negotiating contracts, promo plans and innovations • Preparing volume forecast and plans • Collaborating very closely with teams from other departments • Act as a liaison between your customer and the internal teams Qualifications: • 2 - 4 years of selling experience Job Specification Strong understanding of Pakistan trade landscape • Phenomenal relationship management skills • Leadership with bias to action • Strong communication skills to communicate with a diverse set of audience • Proven record of external selling and partnership with customers

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