

## Sales Manager

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Company: Inspirations (Pvt.) Ltd.

Location: Karachi

Category: other-general

### 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.

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#### 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#J-18808-Ljbffr

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