

## Sales Manager (US Market)

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Company: Burq, Inc.

Location: Lahore

Category: other-general

### About Burq

Burq started with an ambitious mission: how can we turn the complex process of offering delivery into a simple turnkey solution.

We started with building the largest network of delivery networks, partnering with some of the biggest delivery companies. We then made it extremely easy for businesses to plug into our network and start offering delivery to their customers. Now, we're powering deliveries for some of the fastest-growing companies from retailers to startups.

It's a big mission and now we want you to join us to make it even bigger!

We're already backed by some of the Valley's leading venture capitalists, including Village Global, the fund whose investors include Bill Gates, Jeff Bezos, Mark Zuckerberg, Reid Hoffman, and Sara Blakely. We have assembled a world-class team all over the U.S.

We operate at scale, but we're still a small team relative to the opportunity. We have a staggering amount of work ahead. That means you have an unprecedented opportunity to grow while doing the most important work of your career.

We want people who are unafraid to be wrong and support decisions with numbers and narrative. Here's a quick overview of what you will be doing:

### Some of the responsibilities

Create and execute a strategic sales plan that expands our customer base and

extends the company's global reach

Meet with potential clients and grow long-lasting relationships that address their needs

Set objectives, train and coach them, and monitor their performance

Identify knowledge gaps within the team and develop plans for filling them

Ensure that company quotas are met by holding daily check-ins with the sales team to set objectives and monitor progress

Manage the month-end and year-end close processes.

## **Requirements**

Experience in Mid-Market/Enterprise businesses is preferable.

At least 4 years of experience in business development Management, sales, or a related field

Strong communication and presentation skills

Proven record of success with the entire sales process, from planning to closing

Excellent communication, interpersonal, and organizational skills

Superb leadership ability

Timings: 6 PM to 3 AM

## **Benefits**

Investing in you

Competitive salary

Medical

Educational courses

Generous Time Off

At Burq, we value diversity. We are an equal opportunity employer: we do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation,

age, marital status, veteran status, or disability status.

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