



DEPARTMENT: SALES AND MARKETING

JOB CODE: #S001

POSITION: SALES MANAGER

ROLE: SENIOR

EMPLOYMENT TYPE: FULL-TIME

LOCATION: INDIA

JOB RESPONSIBILITIES

- Establishes sales objectives by forecasting and developing annual sales quotas for regions and / or territories; and projecting expected sales volume and profit for existing and new products.
- Implements national / territory sales programs by developing field sales action plans in conjunction with the marketing and product department
- Maintains sales volume, product mix, and selling price by keeping current with supply and demand, changing trends, economic indicators, and competitors.
- Establishes and adjusts selling prices by monitoring costs, competition, and supply and demand.
- Maintains national / territory sales staff by recruiting, selecting, orienting, and training employees.
- Maintains national / territory sales staff work results by motivating employees; and planning, monitoring, and appraising job results.
- Maintains professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, and participating in professional societies.
- Contributes to team effort by accomplishing related results as needed.

INDUSTRY EXPERIENCE

Finance / Accounting / Software / Sales

EMPLOYMENT TYPE

Full-time

JOB FUNCTIONS

Marketing / Sales

Please send your updated CV in MS-Word or PDF to careers@financetechunlimited.com