

JOB DESCRIPTION

Position: Director-Sales
Location: RTE's HQ at Kabul

Job Responsibilities:

- Direct, monitor and control all the sales functions and activities.
- Draw annual sales plans and provide targets to the Sales staff on monthly basis.
- Coordinate the specific objectives of the Sales Plans with all of the functional departments of the company, especially with Finance, Customer Services and Engineering Departments.
- Establish both market and target strategies for the company and work out Action Plans to achieve all the objectives.
- Meet the needs of the company's Customers, in order to achieve the objectives of the company's overall business plans and strategies.
- Direct to execute all tasks related to all customers support functions of the business in an efficient manner.
- Make sure that the monthly and annual sales objectives for all of the sales personnel are achieved on time.
- Brief the sales staff on new products and services.
- Communicate to staff market and industry trends, competitors and customer acquisition strategies.

Required Qualifications:

- A University Degree or a Diploma in Management science.
- Minimum of 7-10 years of work experience in Telecom/ISP/IT Industry, preferably in sales/marketing functions.
- Self motivated with an ability to achieve 100% sales targets and manage a large sales department.
- Should have excellent writing, reading and speaking skills in English language; Knowledge of local languages are preferred.
- Should have corporate level proficiency in MSWord, Excel, PowerPoint, official e-mailing and computer skills, etc.
- Should have a presentable, courteous and pleasant personality.
- Should be hardworking, sincere, honest, dedicated, and self achiever.