

## DESCRIPTION

**Position:** Senior Sales Manager  
**Duty Station:** RTE's HQ at Kabul

### Job Responsibilities:

- Contributes in implementing all company level Sales & Revenue annual strategies across Afghanistan.
- Responsible for managing sales force of all account Analysts.
- Projects a positive image of the company through regular customer and employee contact programs.
- Develops policy and procedures to increase work efficiency, increase productivity and improve business practices.
- Provides Reports on daily, weekly, monthly, quarterly and yearly basis of all sales, inventory and variances to Senior Management.
- Ensures that sales revenues and customer services are maintained, protected and increased in all market sectors.
- Develops plans for each sector mentioned to achieve targets, sales and customer service objectives.
- Directs the Account Managers and Account Analysts in the sales process, manages customer satisfaction in the process, coaches and develops people, manages budget and builds relationships.
- Develops a corporate-wide sales training program to educate the direct reports and indirectly their support staff.
- Provides Reports of Customer complaints to senior management on the specified timelines.
- Liaises with other departments to escalate and solve customer problems.
- Ensures that the information provided to customers is consistent with the policies and guidelines of RANA Technologies.
- Adheres to and enforces company and Sales Department Policies.
- Fulfils the Departmental goals and objectives as given by senior management.
- Responsible for being on time to work consistently and being flexible to support activities that require off hours activities.
- Responsible for working in a team environment and respecting the rights and privacy of team members, and acting in the most courteous way with all team members.
- Visits all RANA Technologies Regional Offices on a periodic basis to ensure that highest productivity in achieving Sales targets is sustained.
- Responsible for the successful management of the needs of the Company's customers in order to meet the objectives of the company's overall business plans and strategies.
- In coordination with the Director of Sales, Marketing and Product Development, contributes in establishing compensation plans for all sales personnel including salary structures, commission plans, sales contests and bonus plans.
- Keep up to date with recent market and industry trends, competitors, and leading customer strategies.
- Carries out regular market surveys to gather market intelligence.

### **Required Qualifications:**

- Engineering/MBA/BBA/Diploma in management.
- Minimum of 5-7 years of work experience in Telecom/ISP/IT Industry sales function.
- Self motivated with an ability to achieve 100% sales targets and manage a large team.
- Should have excellent writing, reading and speaking skills in English language; Knowledge of local languages will be preferred.
- Should have corporate level proficiency in MSWord, Excel, PowerPoint and official e-mailing/computer skills.
- Should have a presentable, courteous and pleasant personality.
- Should be hardworking, sincere, honest, dedicated, and self achiever.