

JOB DESCRIPTION

SALES MANAGER

Responsibilities of Sales Manager:

- Ensure that department targets are achieved.
- Develop plans for each member of the dept., to achieve targets either in pre- sales and or in post - sales functions.
- Manage customer relationships to achieve Customer Satisfaction.
- Ensure fulfillment of customer requirements.
- Carry out training and mentoring of new Staff.
- Receive assignments in the form of objectives towards short and long-term goals and objectives and prepare Action Plans to achieve the same.
- Conduct periodic customer visits to ensure customer satisfaction.
- Project a positive image of the company through customer and employee contacts.
- Provide daily, weekly, monthly, quarterly and yearly reports to senior management.
- Build the team to promote company's business goals.
- Be accountable to senior management to ensure that the project commitments and pre - sales or post – sales deliverables are met.

Required Qualifications:

- Afghan national, BBA/MBA preferable.
- Minimum of 2-3 years of work experience in Telecom/ISP/IT Industry, preferably in sales functions.
- Self motivated with an ability to achieve 100% targets.
- Should have excellent writing, reading and speaking skills in Pashto, Dari and English languages.
- 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.