

JOB DESCRIPTION

Sr. SALES MANAGER

Job Responsibilities:

- Responsible for the establishment of both annual and monthly sales objectives, in coordination with the Company's business plan.
- Responsible for providing an annual Sales Plan and providing quarterly and monthly updates, revisions and modifications to the Plan.
- Responsible for coordinating the specific objectives of the Sales Plan with all of the functional departments of the company and, most specifically with Finance.
- In coordination with the EVP of Business Development and Director – Sales, establish market and target customer strategies for the company.
- 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.
- Manage all sales functions through field sales and telemarketing.
- Spend a significant portion of time in the field, both with individual accounts and co-traveling with sales personnel.
- In coordination with EVP of Business Development and Head of – HR, establish 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.

Required Qualifications:

- Minimum of 5-7 years of work experience in Telecom/ISP/IT Industry, preferably in sales and marketing functions.
- Self motivated with an ability to achieve 100% sales targets and manage large sales teams.
- Should have excellent writing, reading and speaking skills in Pashto, Dari and English language
- 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.