

Team Ace Limited - Our Client, A leading electronic solutions provider is looking to fill the vacancy for;

Job Title: SALES MANAGER

Location : Abia, kaduna, Bauchi, Gombe, Adamawa, Sokoto, Zamfara, Kebbi

Job Summary:

The preferred candidate will work to meet customer acquisition and revenue growth targets by keeping the organization competitive and innovative. Drive sales of company products (Home Appliances & Electronics) by identifying and engaging key market agents.

Responsibilities:

- ✓ Design and implement a strategic business plan that expands company's customer base and ensure its strong presence in the market.
- ✓ Plan to ensure achievement of divisional and personal target, aligning with company sales policies and strategies.
- ✓ Build strong, long-lasting customer relationships by collaborating with them and understanding their needs.
- ✓ Develop plans to acquire new customers or clients, through direct sales techniques, cold calling and business-to-business marketing visits.
- ✓ Resolve product and service problems by clarifying the customer's complaint; determining the cause of the problem; selecting and explaining the best solution to solve the problem; expediting correction or adjustment; following up to ensure resolution.
- ✓ Review market analysis to determine customer needs, price schedules, and discount rates.
- ✓ Deliver sales presentations to key clients.
- ✓ Identify emerging markets and market shifts while being fully aware of new products and competition status.
- ✓ Responsible for providing feedback to superior on competitor activities and latest trends in the market for helping in evolving competition strategy.
- ✓ Responsible for handling corporate sales and close bulk deals.
- ✓ Achieve revenue targets quarterly and annually with receivables.
- ✓ Project sales and determine the profitability of products and services.

Qualifications:

- ✓ Bachelor's degree in business Admin, Marketing or related courses.
- ✓ Min 7-10years of experience in the sales field of Home Appliances and Electronics products.

- v Strong Wholesales experience.
- v Strong key Account management experience.
- v Excellent networking skills

Salary: N350,000 - N500,000

Interested candidates should apply here:

<https://bit.ly/3Electronicdealer>

<https://bit.ly/4Seniorsalesmanager>