Sales manager position Job description (NVC International Africa Ltd)

Responsibilities

* Conduct market research to identify selling possibilities and evaluate customer needs.
* Travel outside Lagos city to explore new potential distribution channels
* Actively seeking out new sales opportunities through calls, networking, and social media.
* Set up meetings with potential clients and listen to their needs.
* Prepare and deliver appropriate presentations on products and services.
* Create frequent reviews and reports with sales and financial data.
* Ensure the availability of stock for sales and demonstrations
* Participate on behalf of the company in exhibitions or conferences
* Negotiate/close deals and handle complaints or objections
* Gather feedback from customers or prospects and share it with me

Requirements and skills

* Proven experience as a Sales Executive or relevant role (3-5 years in the lighting industry in Nigeria)
* Excellent knowledge of MS Office
* Thorough understanding of marketing and negotiating techniques
* Fast learner with a passion for sales
* Self-motivated with a results-driven approach