

Country Head of Front Office

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Company: Boardroom Appointments

Location: Lusaka

Category: transportation-and-material-moving

Job purpose:

Set national sales priorities aligned to regional sales strategy and build a team of Sales Experts to grow footprint and recognition and each Budget GM objectives

Activities:

Sales target and marketing strategy definition

Sales management

Customer sales support

Team management

System control and compliance

Reporting

Minimum Qualifications & Experience

Matric (tertiary qualification preferred)

Excellent communication skills

At least 5 years in the clearing and forwarding industry, 2 of which at management level

Sales experience (Proven industry related sales track record)

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