

Sales Manager

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Company: Recruitment Matters

Location: Lusaka

Category: other-general

Overview

Our client in the Retail industry is looking for a Sales Manager to join their team; **Duties and responsibilities include but are not subject to;**

Managing organizational sales by developing a business plan that covers sales, revenue, and expense controls.

Meeting planned sales goals.

Setting individual sales targets with the sales team.

Tracking sales goals and reporting results as necessary.

Overseeing the activities and performance of the sales team.

Coordinating with marketing on lead generation.

The ongoing training of your salespeople.

Developing your sales team through motivation, counseling, and product knowledge education.

Promoting the organization and products.

Understand our ideal customers and how they relate to our products.

Skills

Excellent Sales track record.

Presentation Negotiation skills with excellent Leadership skills to motivate and drive the team.

Professional and mature attitude towards resolving problems with a behaviour competency to build relationships.

Excellent analytical skills.

Communication & problem-solving skills.

Computer literate in MS Office.

Qualifications

Minimum : Bachelor degree in Marketing or similar

3 - 10 years' experience in sales

Excellent customer care and focus; ability to assess customers' needs and provide correct answer, path, troubleshooting, or method for a positive customer experience.

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