

## Tiles/Ceramics Sales Manager

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Company: PRI

Location: Lusaka

Category: other-general

### Overview

**Base: Lusaka Zambia**

#### Job description:

Implement BMCC marketing strategy and promotion policy.

Insight into market channel changes, continuously develop and maintain new and current customer system.

Improve brand output and optimize customer service capability.

Coordinate internal and external work arrangements, build a strong sales team, and promote the achievement of departmental goals and objectives.

#### Requirements & Qualifications.

Bachelor degree or above in marketing, sales or related field

More than five years of sales experience in tiles/ceramics or similar

Sales management: responsible for guiding salesmen to develop new customers, new markets, maintain customer relationship with core customers, and ensure the achievement of sales targets; market insight, competitive research, assist Chinese managers to develop brand marketing strategies and promotion plans; responsible for feedback and analysis of market price information, customer information, product information, competitive information, and other types of information; implementation of company marketing strategies and planning for

regional market Sales target, stagnant sales clearance target, new product sales target, sanitary ware sales target

Team management: arrange and coordinate the daily work of sales team, customer service team and marketing team; act as the communication bridge between Chinese and local staff and accurately convey the information in between; be responsible for the recruitment, management, training, coaching and assessment of the whole team of local staff; evaluate the work of subordinates and assist in the development and implementation of performance improvement plans;

Cross-departmental communication and coordination: coordinate with other departments such as finance, warehouse, transportation to ensure the smooth operation of the business; coordinate with other departments such as administration and human resources to ensure the implementation of company policies

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