

4. Sales Managers / Assistant Sales Managers

Role and Responsibilities

1. Compiles the sales and marketing plans for KSB.
2. Coordinates and achieves the sales targets for the year in close cooperation with the regional and branch managers.
3. Presents the sales results, calendar and activities.
4. Finds new business within the price range for the year and builds a network to generate leads and sales. Populates the Sales Forces system with the relevant data.
Market and technology research
5. Sales organization planning and development
6. The sales manager job has the role of people-management, motivation, training of regional and branch managers in sales techniques, meeting sales targets and effective presentations.
7. Appropriate Administration, budgeting, monitoring, reporting, communication and liaison to the Management.
8. Self-development and continuing personal development
9. Execute the responsibilities of a company director/manager according to lawful and ethical standards, as referenced in the Ethic and Anti-bribery training

Qualifications and Education Requirements

Minimum of BA/BSC or B-Commercial degree.

Preferred Skills

- Intermediate level user of Microsoft Office.
- High level of internet and web use.
- Ability to read long documents, extract the essence of the document and present it in a short synopsis.
- Good to excellent skills in English and the local language - speaking, reading and writing.
- Ability to read RFP's, understand the impact of requirements, terms and conditions.