

ShopOwner POS

Sales Director – Job Description

Position Overview: This position requires managing of sales of the company's products and solutions in within an assigned geographic area. Ensures consistent, profitable growth in sales revenues through positive planning, deployment and management of sales personnel. Identifies objectives, strategies and action plans to improve short and long-term sales and earnings

Education and Experience:

- Any Degree. MBA in Sales and Marketing would be an advantage
- 7-10 years of experience in selling and managing in a direct selling environment. At least 3 years of managing a sales team
- We look for expertise in a person, than his/her experience. If you believe you have the expertise for the role, go ahead and apply
- Experience in hospitality industry with demo handling skills (or solution/concept) is most desired
- We are open for the candidates from any industry with strong Solution selling skills. If you are from Software Product/Software Solution/Business Automation Solutions/Retail Solutions/POS hardware will be an added advantage
- Proven ability to motivate and lead a team of sales managers and executives.
- Experience in developing sales strategies.
- Excellent oral and written communication skills.

Qualification:

- Local language proficiency
- A well-developed sense of the industry and market trends in a given region
- Very strong technical background. Problem-solving and analytical skills to interpret sales performance and market trend information. Excellent oral and written communication skills.
- Should have experience working on CRM for internal audits and should have the ability to follow internal processes laid by the organization

Roles and Responsibilities:

- Lead, guide and manage a team of Sales Managers, Executives and Specialists inclusive of managing performance, coaching, mentoring, hiring and career development
- The key role of this position is to maintain and grow the business, focus on new business opportunities in assigned territory. Handle corporate customers and key accounts. Joint visits with the team members.
- Working with the leadership in developing and executing sales plans that supports short and long term goals of the company
- Must have experience in channel management like appointing, training and supporting them in the assigned area

- A well-developed sense of the industry and market trends in a given region
- Lead Management - Plan for monthly and update weekly
- Meeting prospects and understanding requirements, qualifying prospects, demo on our products and solutions to potential clients, proposal preparation, negotiation and closure and followed by payment collection/co-ordination
- Coordinating with Product Delivery team for software installation/training
- Support Marketing promotion, customer feedback, competition update and market update

Contact Us:

Send your resume and other relevant information to careers@datamattic.com.