
Web Trading Concern pvt.ltd

Kathmandu , Nepal

Sales Manager

Basic Information

Job Category : Hospitals / Pharma / Biotech / Medical / R&D

Job Level : Senior Level

No. Of Vacancies : 1

Employment Type : Full Time

Job Location : Teku, Kathmandu, Nepal

Offered Salary : Negotiable

Apply Before : 2024-05-15 (5 Days, 1 Hours From Now)

Job Specification

Education Level : Bachelor Degree

Education Required : Bachelor's Degree In Relevant Field

Experience Required : Greater Than 5 Years

Other Specification

Qualifications and Skills:

- Bachelor's degree in Business Administration, Marketing, or related field (MBA preferred).
 - Proven experience in sales management, preferably in the healthcare or pharmaceutical industry.
 - Strong leadership and team management skills.
 - Excellent communication, negotiation, and interpersonal skills.
 - Ability to develop and implement strategic sales plans.
 - Results-oriented with a track record of achieving sales targets.
 - Proficiency in MS Office and CRM software.
 - Willingness to travel as required.
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Job Description

Job Overview:

As a Sales Manager, you will be responsible for leading and managing the sales team to drive revenue growth and achieve sales targets. You will develop and implement sales strategies, build strong customer relationships, and ensure customer satisfaction.

Key Responsibilities:

1. Develop and implement strategic sales plans to expand the company's customer base and achieve sales targets.
2. Lead, motivate, and manage the sales team to maximize their potential and performance.
3. Identify new business opportunities and market trends to capitalize on growth opportunities.
4. Build and maintain strong relationships with key customers, distributors, and partners.
5. Monitor market trends, competitor activities, and customer feedback to adapt sales strategies accordingly.
6. Collaborate with marketing and product management teams to develop effective sales campaigns and promotional activities.
7. Provide regular sales forecasts, reports, and updates to senior management.
8. Ensure compliance with company policies, procedures, and ethical standards.