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## A Reputed Company

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Kathmandu , Nepal

Area Sales Manager

### **Basic Information**

Job Category : Manufacturing/Production/ Distributors

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Job Level : Top Level

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No. Of Vacancies : 1

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Employment Type : Full

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Job Location : Dhangadi To Nepalgunj

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Offered Salary :

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Apply Before : 2024-05-14 ( 5 Days, 19 Hours From Now )

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### **Job Specification**

Education Level : Bachelor Degree

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Education Required : Bachelor

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Experience Required : Greater Than

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## **Other Specification**

1. Bachelor's degree in Business Administration, Marketing, or related field; MBA is a plus.
  2. Proven experience in sales management, preferably in the [industry/sector] field.
  3. Strong leadership, communication, and interpersonal skills.
  4. Demonstrated ability to build and maintain client relationships.
  5. Analytical mindset with proficiency in data analysis and reporting.
  6. Results-driven with a focus on achieving and exceeding sales targets.
  7. Ability to travel within the assigned area as needed.
  8. Familiarity with CRM software and sales analytics tools.
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## **Job Description**

1. Develop and execute strategic sales plans to achieve revenue targets and expand market share.
2. Lead, mentor, and motivate a team of sales representatives to maximize their performance and productivity.
3. Identify potential customers and market opportunities within the assigned area.
4. Build and maintain strong relationships with key clients and stakeholders to drive customer satisfaction and retention.
5. Monitor sales performance metrics, analyze data, and implement corrective actions as needed to ensure targets are met or exceeded.
6. Conduct regular sales meetings and performance reviews to provide feedback, address concerns, and recognize achievements.
7. Collaborate with marketing and product development teams to align sales strategies with overall business objectives.
8. Stay informed about industry trends, market dynamics, and competitor activities to adapt sales strategies accordingly.
9. Prepare and present sales forecasts, budgets, and reports to senior management.
10. Ensure compliance with company policies, procedures, and regulatory requirements.