

广州市艾思林柯咨询服务有限公司areasalesmanager(职位编号:AL-ASM-CS) PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/490/2021_2022__E5_B9_BF_E5_B7_9E_E5_B8_82_E8_c123_490874.htm 职位描述：Your Responsibilities:To lead and manage the sales team to achieve and exceed the given sales targets/objectivesTo develop and formulate sales strategy and ensure that the execution of sales programs are in conformity with meeting and exceeding the projected sales quota, annual volume and other business objectives To manage and control the departmental annual budget and operating expensesTo grow sales to existing clients by maintaining successful business relationships and develop strategies to penetrate into new marketTo lead, train, motivate and grow an effective sales force to strive and drive for optimal resultsYour profile:Bachelor degree or above in any disciplineMinimum 8 years working experience at foreign FMCG companiesExcellent interpersonal skills with the ability to persuade and influence decision makers at all levels Excellent interpersonal skills and logical mindedStrong data analytical and problem shooting skillsAble to develop a strong sales team and motivate them with diverse skillsCould demonstrate strategic thinking as well as executionAggressive in challenging market, result-oriented, self-motivated and able to work hard under high pressureGood English both in reading and writing 100Test 下载频道开通，各类考试题目直接下载。详细请访问 www.100test.com