广州市艾思林柯咨询服务有限公司AreaSalesManager(职位编号:AL-ASM-FZ) 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\_490890.htm 职位描述: Your Responsibilities:-To lead and manage the sales team to achieve and exceed the given sales targets/objectives-To 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 expenses-To grow sales to existing clients by maintaining successful business relationships and develop strategies to penetrate into new market-To lead, train, motivate and grow an effective sales force to strive and drive for optimal results Your profile: -Bachelor degree or above in any discipline-Minimum 8 years working experience at foreign FMCG companies-Excellent interpersonal skills with the ability to persuade and influence decision makers at all levels -Excellent interpersonal skills and logical minded-Strong data analytical and problem shooting skills-Able to develop a strong sales team and motivate them with diverse skills-Could demonstrate strategic thinking as well as execution-Aggressive in challenging market, result-oriented, self-motivated and able to work hard under high pressure-Good 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