

广州市艾思林柯咨询服务有限公司AreaSalesManager(职位编号:AL-ASM-BJ) 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\\_490901.htm](https://www.100test.com/kao_ti2020/490/2021_2022__E5_B9_BF_E5_B7_9E_E5_B8_82_E8_c123_490901.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 resultsYour 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 speaking and writing 100Test 下载频道开通，各类考试题目直接下载。详细请访问  
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