

Job Title: Sales Manager

Location: Garowe

Positions: One (1)

Reporting to: General Manager

Deadline: 20 November 2018

Sales Manager Job Responsibilities:

- Builds business by identifying and selling prospects; maintaining relationships with clients.

Sales Manager Job Duties:

- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Sells products by establishing contact and developing relationships with prospects; recommending solutions.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepares reports by collecting, analyzing, and summarizing information.
- Maintains quality service by establishing and enforcing organization standards.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
- Contributes to team effort by accomplishing related results as needed.

Sales Manager Skills and Qualifications:

- Presentation Skills, Client Relationships, Emphasizing Excellence, Energy Level, Negotiation, Prospecting Skills, Meeting Sales Goals, Creativity, Sales Planning, Independence, Motivation for Sales
- Bachelor's degree or equivalent work experience
- 1 – 3 plus years of experience and/or training; preferred emphasis in Sales & Marketing, with specific experience in advertisement or printing services sales & marketing preferred

How to apply:

Alpha Design & Print is an equal opportunity employer and offers a competitive compensation package commensurate with qualifications and experience.

Please submit a detailed cover letter and résumé no later than November 20, 2018

To: alphaprint19@gmail.com