Regional Sales Team Leader

JTL-SS-RSTL-10-24 | Sales | Contract | Posted on January 13th, 2025 | Expires on October 18th, 2024

REGIONAL SALES TEAM LEADER ROLE

We are seeking to recruit a Regional Sales Team Leader responsible for driving the growth managing team performance and ensuring sales targets are met.

REGIONAL SALES TEAM LEADER KEY JOB RESPONSIBILITIES

• Develop and execute sales strategies to expand market share

• Lead, manage, and motivate team of sales agents within the assigned region.

• Maintain and expand customer base; build and maintain rapport with key customers; identify new customer opportunities.

• Prepare and complete sales action plans; ensure quality standards and customer service standards are maintained.

• Handle customer complaints and enquiries as well as communicate the different technology solutions.

• Ensure optimal coverage of the region by developing and maintaining a detailed sales plan

• Identify market trends and recommend regional sales system improvements and implement change where need be.

• Identify new product opportunities, service changes, survey consumer needs and trends and track competitors.

• Must be up to date with the latest industry trends and technical advancements and apply them in handling sales leads.

• Progress and achieve the annual, quarterly, and monthly business sales target for the region.

• Develop and support new and existing business and technical partnerships across the region.

• Create, follow up and develop new sales opportunities.

REGIONAL SALES TEAM LEADER ROLE QUALIFICATIONS

• Degree in Business related field (Marketing, Sales, BBIT)

• Minimum 5 to 6 years' direct sales experience or equivalent

• Consistent achievement of Sales Targets

• Proven track record of achieving sales targets and leading successful sales teams

• Relevant background in Telecommunications Industry

• Proficient in CRM software and Microsoft office

• Strategic thinking and planning abilities

Location: Multiple Locations

Department: Sales

Job Type: contract