

Sales Manager – Domestic

Alfarid Corporation (AFC) is an equal opportunity employer. The position entitled 'Sales Manager' for Domestic Sales is contractual for a term of *at least 2 years*, including 3 months probation period. The position offers an annual growth of 7-10 percent.

Do not treat this position to be a stepping stone for your next job. Only apply if you are willing and able to competently complete at least 2 years' tenure.

Job Responsibilities

- Identify the potential clients for products.
- Build and maintain close relationship with the distributors and retailers.
- Visit the potential clients and describe the listed sales products.
- Maintain log of all the visits and also maintain meeting minutes and next follow-up schedules.
- Present samples to the clients and also guide them to survey the factory outlet for products' inspection.
- Achieve the defined sales target; Key Progress Indicators (KPIs)
- Negotiate with the potential clients and close deals to achieve the sales target.
- Recover the funds/agreed sales value from the clients.
- Constantly survey the market position and identify new trends.
- Identify new sales opportunities available.
- Coordinate with the Warehouse Manager to keep updated with the inventory levels and also submit sales reports.
- Promptly report on the job status report as per the defined format and reporting period.
- Any other work assigned by the supervisor.

Criteria

The candidate must

- Understand the products' features and uses (on the basis of the given training).
- Be experienced in sales; preferably good contacts with the raw material purchase section of pharmaceuticals, wholesalers and retailers.
- Preferably own conveyance, else must know riding motorbike.
- Dress presentably.
- Be well-spoken in English and Urdu.
- Possess customer relationship skills.
- Possess good negotiation skills.
- Supervise diligently as a team leader.
- Be able to manage late working hours.
- Be well versed with MS Office, particularly MS Excel and other inventory softwares and reporting formats.

Salary Package and Features:

- Basic pay *PKR 15-30K/month (may increase or decrease based on competency level)*
- Official fuel reimbursement.
- Official communication allowance.
- Annual Bonus.
- Export allowance.
- Personal Medical Insurance.
- Payment for extra working hours.
- Lunch.

ALFARID CORPORATION

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