

International Sales Manager

Key elements of the job

- o Developing new international partnership and channel sales opportunities.
- o Developing long term strategic reseller relationships.
- o Managing existing channel clients to increase revenues.
- o Managing the sales team.
- o Achieving agreed personal sales targets.
- o Achieving agreed team sales targets.
- o Structuring professional, compelling proposals.
- o Developing and managing a sales pipeline.
- o Forecasting revenue closure accurately and work closely with company's Directors.
- o Ensuring that all customer requests are dealt with in an accurate and timely manner.

Some of the requirements...

- o University graduate.
- o Excellent verbal and written communication skills.
- o Excellent client facing sales skills.
- o Sales Management experience.
- o Good relationship management and networking skills.
- o Confident dealing at senior management/ board level.
- o Proven negotiation skills.
- o High level of commercial acumen.