

General Manager (Sales)

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Company: Fuzu

Location: Nigeria

Category: other-general

Job Summary

Contract Type:

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Location: Mowe, Ogun

Requirements

B.Sc/HND in Marketing or related field.

7-12 years of progressive sales/marketing experience with at least 5years in a role with proven leadership and management capability, especially in a complex, multi-property portfolio environment.

Well organized

Having good communication skills

Expert in Data entry

Follow up with deliveries and after sales if requested.

Diligent, very accurate and active.

Manage the daily operations (follow up with the production).

Presentative

Experience with brand development and positioning; business experience in a like role at a

brand leader a plus.

Possess strong creative skills with proven ability to envision, strategize, and manage to fruition a multitude of innovative ideas/possibilities.

Can evaluate customer research, market conditions, competitor data and build a sales and marketing plan.

Broad and sophisticated experience with outside agencies, including first-hand understanding of firm attributes and talent.

Ability to negotiate and broker the best arrangements and to manage the consultants and plans to successful outcomes.

Ability to quickly assess and separate mission-critical priorities from less essential tasks; anticipates and adapts to changing demands while focusing on high value added initiatives.

Well honed business acumen and interpersonal savvy/emotional intelligence.

Proven experience in leading fiscally sound sales and marketing operations.

Excellent writing and composition skills; outstanding sense of language and usage to communicate through verbal, written, and graphic means. Understanding of and appreciation for the data required to forecast and make meaningful management decisions.

Possesses relationship management skills that cross level and functional boundaries; ability to manage conflict with positive outcomes.

Ability to build and mentor a strong sales and marketing team

Recruits, develops, coaches and retains high performing talent; manages people well and holds them accountable, delegates effectively, keeps people informed and measures accomplishments.

Possesses positive sense of humour and an ability to deal constructively with stressful situations.

Acts with integrity, sound and mature judgment; excellent attention to detail and follow through.

Has an enthusiastic and upbeat style, with energy and ambition for team success. Attacks everything with drive and energy with focus on the expected results; not afraid to initiate action before all the facts are known; proven success at executing.

Looks presentable at all times and sets a standard for company branding and positioning.

Develops annual sales and marketing plan, which details activities to follow during the fiscal year, which will focus on meeting organizational objectives.

Managing the entire sales life cycle from strategic planning to tactical activities.

Specifying market requirements for current and future products by conducting market research supported by on-going visits to customers and non-customers.

Responsibilities

The Sales/Marketing Manager is a group-wide appointment, however, immediate responsibility will entail sales.

The Sales/Marketing Manager will be responsible for end-to-end campaigns that generate leads for the sales team and strengthen the overall brand of the company.

Responsible for developing and maintaining sales and marketing strategies to meet organizational objectives.

Evaluates customer research, market conditions, and competitor data. Prepares a sales and marketing plan.

Builds and supervises the requisite sales and marketing teams, as required. Oversees all marketing, sales, advertising, promotional and branding activities.

The Sales/Marketing Manager will have a high standard of accuracy and have strong written and verbal communication skills.

The communication will be directed by The CEO or by the Account Manager, the applicant will be the intermediate between the production and the account Manager.

The applicant will work in a team to make the process flow goes smoothly from the Client Visit to the delivery.

He/she will require excellent time management skills and the ability prioritise his work effectively.

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