



JD Position: Sales Manager

Type: **Office or hybrid or remote**

Status: **Open**

Start Date: **September-November 2023**

As a Sales Manager, you will develop and implement sales strategies to increase revenue and drive business growth. Your duties will include managing a sales processes, setting sales targets, and developing relationships with clients. The ideal candidate must have excellent communication and leadership skills, be results-driven, and have a track record of meeting or exceeding sales targets.

Responsibilities:

- Develop and implement sales strategies to increase revenue and drive business growth
- Develop and maintain relationships with clients, including identifying new business opportunities
- Collaborate with marketing and product development teams to develop and launch new products and services
- Develop and maintain sales forecasts and budgets
- Develop and maintain sales reports and metrics to track progress toward sales targets
- Ensure compliance with company policies and procedures
- Stay up-to-date with industry trends and best practices, advise and react to trends and opportunities

Qualifications:

- Proven experience as a Sales Manager or similar role, working with digital and/or physical products and/or services
- Excellent communication and leadership skills
- Results-driven with a track record of meeting or exceeding sales targets
- Experience in developing and implementing sales strategies
- Strong analytical and problem-solving skills
- Familiarity with CRM software and sales automation tools
- Bachelor's degree in business administration, marketing, or a related field

Application process:

Send your **CL** and **CV** to team@wkgstrategy.com

Subject: Sales Manager Application

Include answers to the following questions:

- 1 - What or who inspired you to choose this career?
- 2 - Why should we hire you?
- 3 - Where do you see yourself in five years?
- 4 - What do you value the most in the team and leadership? Describe your ideal arrangement
- 5 - What is your desirable pay?

Looking forward to hearing from you!