



POSITION: CORPORATE SALES MANAGER - SOLOMON ISLANDS

The Corporate Sales Manager, will be reporting to the Country Manager and scope of this position is to ensure to keep Bmobile- Vodafone Limited's market position and improving financial growth. They will define short, and long term organizational strategic corporate sales goals, build and maintain key corporate customer relationships, identify corporate business opportunities and maintain an extensive knowledge of current market conditions.

KEY RESPONSIBILITIES

The core functions and scope of the Corporate Sales Manager are to

- The roles and responsibilities involves maximizing sales by developing and implementing programs for enhancing sales.
- Engaging new corporate clients and maintain communication with existing clients to ensure that products and services are executed as scheduled.
- Establish and manage effective programs to compensate, coach, appraise and train sales personnel
- Track performance and interact with other departments to ensure business orders are being serviced and executed profitably and properly.
- Identify potentials clients and decision makers within the client organization
- Research and build relationships with new clients
- Present business development training and mentoring to business developers and internal teams

SELECTION CRITERIA

Essential:

- Have tertiary qualifications or Bachelor's Degree in Marketing, Business, Commerce or related field
- At least 5 years' experience in a senior sales role in the FMCG/Telecommunication sector.
- Good commercial and business understanding
- Ability to mentor, motivate, mitigate and foster team goals
- .Relevant experience in a Sales management type role within a commercial environment
- Ability to handle customers efficiently
- Excellent commercial and business understanding

- Excellent analytical, strong communication skills, problem solving and negotiation skills
- Strong leadership talent, interpersonal and organizational skills
- Good personal presentation
- Experience in the telecommunication or mobile industry would be an advantage
- Having high degree of self – motivation and ambition
- Capability to grow in a competitive environments

Desirable:

- Have a valid driver's licence
- Experienced in working in a multicultural environment
- Ability to foster team oriented goals.

WORK ENVIRONMENT FACTORS

- Working in an office environment
- Able to travel for work
- Candidates must be physically able to work in a remote location when required.

Benefits

Competitive remuneration in line with experience and qualifications.
 All applications will be treated with the strictest confidence.
 Bmobile-vodafone is an Equal Opportunity Employer.

Please direct all applications to;

Email address: jobs@bmobile.com.sb

Or

Drop off your application at our Head Office, located Grand Plaza (Top floor

Addressed to:

The Human Resource Manager
 Bmobile Solomon Islands Limited
 PO Box 2134
 Honiara Solomon Islands

Label: Position Name

Closing date for applications will be on ***Monday 26th February 2018***
Only shortlisted candidates will be contacted