



Corporate Sales Manager

As a Corporate Sales Manager, you will be responsible for managing a portfolio of corporate clients and driving sales growth. You will identify new business opportunities, build and maintain relationships with key decision-makers, and develop customized sales strategies to meet client needs. You will also lead and motivate a team of sales executives, provide coaching and guidance, and track sales performance. The role requires a proactive and results-oriented mindset, as well as excellent communication and negotiation skills.

Responsibilities:

- Develop and maintain relationships with corporate clients
- Identify new business opportunities and prospects within the corporate sector
- Create and deliver customized sales presentations to potential clients
- Negotiate contracts and pricing agreements
- Collaborate with internal teams to ensure smooth implementation and delivery of services
- Monitor market trends and competitor activities
- Track and report on sales performance and revenue growth
- Provide coaching and guidance to sales team
- Stay updated on industry developments and best practices

Qualifications:

- Proven experience in corporate sales or business development
- Strong communication and negotiation skills
- Ability to build and maintain relationships with corporate clients
- Excellent presentation and sales skills
- Proven track record of achieving sales targets
- Ability to lead and motivate a sales team
- Knowledge of market trends and competitor activities
- Bachelor's degree in business, marketing, or a related field

Skills:

- Sales prospecting
- Client relationship management
- Negotiation
- Sales presentation
- Team leadership
- Market analysis
- Goal-oriented
- Excellent communication skills



Interested candidates to send CV with the role as the email subject and in the email body, include application, your notice period, current and expected salary.

Email: cvs@houstonconsult.com

Deadline: **Wednesday 6th November 2024, 5:00pm**