



WE ARE RECRUITING

Sales Manager

We are looking for a results-driven and experienced Sales Manager to join our team. The ideal candidate will not only manage existing commercial operations but also play a strategic role in expanding our market footprint, increasing revenue, and strengthening client relationships..

As Sales Manager, your key responsibilities will include:

- Ensure smooth sales operations, drive results and coordinate with clients, suppliers, and teams to keep customers satisfied.
- Drive sales results and oversee daily operations.
- Develop and implement sales strategies aligned with business goals.
- Achieve volume, revenue, and profitability targets.
- Identify new markets and growth opportunities.
- Monitor performance, prepare forecasts, and report on KPIs.
- Collaborate with internal teams to resolve issues and improve efficiency.
- Manage customer feedback and ensure prompt issue resolution.
- Support pricing and budgeting with market insights.
- Build strong client relationships and lead major negotiations.
- Enhance customer experience across all stages.

Your Profile:

- A Bachelor's degree in Marketing, Business Administration, or a related field.
- At least 5 years of proven experience in a similar sales or commercial role.
- Strong negotiation and communication skills, with a track record of closing deals.
- Excellent analytical and organizational skills, with attention to detail.
- Resilient and adaptable in high-pressure situations and fast-paced environments.
- A customer-focused mindset, with a genuine commitment to delivering value and service excellence.

Benefits

- Attractive package will commensurate with qualifications and track record.
- Medical Cover, Group Personal Accident cover and Pension Fund

Those interested are requested to send their application by June 20,2025
to the Human Resources department, Gentilly, Moka | Phone: 404 9000
Email: recruitment.avipro@eclosia.com

Only the best candidates will be invited to a job interview