**Sales Manager**

The Sales Manager is responsible for building up partnership with contractors / key end-customers, while developing distributors where appropriate to cover market potential and grow base sales.

**Sales Manager Responsibilities:**

* Planning and executing account strategies to achieve annual sales targets.
* Winning new business and securing renewals and maintenance for the chosen account(s).
* Responsibility for preparing and finalizing business offers and agreements.
* CRM Management.
* Build up a network and partnership with contractors and key end-customers.
* Develop local distributors to efficiently cover market potential and grow base sales in Utilities and general industries.
* Develop market strategies.
* Update customer database tools to follow up the market opportunities/project pipeline.
* Prepare sales forecast, sales reports, market and sales analysis.

**Sales Manager Requirements:**

* Experience in the manufacturing industry. A proven track-record of consistently exceeding annual quota and performance targets.
* Proven ability to handle complex sales cycles including the ability to provide coordination and direction to your extended team.
* Demonstrated ability to work with software partners at all levels.
* A strong ability to plan and implement an account plan and associated initiatives.
* Ability to develop relationships at C-Level.
* Educated to Degree level.
* Excellent communication skills.
* You should have a motivated personality with a keen sense of selling, negotiation skills and powers of persuasion.
* Have a strong network in the manufacturing industry.
* Good communication and presentation skills
* Self-driven and result-oriented, able to drive business independently and proactively.
* You take pride in meeting the customers’ expectations, focusing on high quality and continuous improvements in the task solving.
* Have a structured and systematic approach.
* Flexible mind-set and are good at seeing options rather than limitations.
* Ability to travel as needed.