

SUPERIOR

<https://superior-egy.com/job/sales-manager/>

Sales Manager

Description

- Achieving growth and hitting sales targets by successfully managing the sales team.
- Managing , objectives setting, coaching and performance monitoring of sales representatives.
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
- Present sales, revenue and expenses reports and realistic forecasts to the management team.
- Identify emerging markets and market shifts while being fully aware of new products and competition status.
- Coach, develop and monitor the team as to achieve the sales target.
- Analyze and track the team performance through Nawy dashboards and internal systems.

Job Benefits

- Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets.
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization.
- Proven ability to drive the sales process from plan to close.
- Strong business sense and industry expertise.
- Excellent mentoring, coaching and people management skills.

- A minimum of 5 years' experience in sales.
- A minimum of 3 years' experience in real estate sales.
- Fluent in both English and Arabic.

Hiring organization
SUPERIOR

Employment Type
Full-time

Job Location
New Cairo City, Cairo Governorate,
Egypt

Date posted
November 22, 2023