

# Mozambique Jobs Expertini®

## Area Sales Manager

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Company: PRI

Location: Maputo

Category: other-general

### Overview

We are hiring!

Our client in Maputo is looking for an Area Sales Manager to join their team. The ideal candidate will have a deep understanding of the Sales Sector and a proven track record in the relevant field.

To apply or for more information follow the link below.

### Responsibilities

Managing, training, and providing overall guidance to the sales team of an assigned territory.

Setting reasonable sales targets to be achieved by the sales team.

Monitoring the performance of the sales team and motivating members to meet or exceed sales targets.

Collecting customer feedback and providing updates to senior management.

Traveling to potential and existing customers within an assigned sales area to present company offerings and build brand awareness.

### Requirements

Bachelor's degree in marketing, communications, business management, or related field is preferred.

Proven sales experience: sector-specific sales experience is preferred.

Proven track record of meeting sales quotas.

Strong analytical and problem-solving skills.

Outstanding negotiation and consultative sales skills.

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