

Head of Sales

Eppc on behalf of its client, one of the leading companies in the digital market, is currently recruiting a Head of Sales.

Major responsibilities:

- Motivating the sales team to achieve the best results possible;
- Setting activity and revenue targets for members of the sales team;
- Continual training and development of all members of the sales department;
- Attending key meetings with members of the sales team;
- Working on account management plans with the sales account managers;
- Identifying key areas for improvement in the sales process;
- Spotting market opportunities for new customers;
- Attending monthly meetings with other senior members of the business;
- All aspects of recruitment and selection for the sales department;
- Attending industry events and conferences to generate new business leads;
- Acting as a spokesperson for the organization at sales events and conferences;
- Networking with other directors in order to generate new business for the company;
- Monthly reporting on sales performance against budget and reporting on variances.

Requirements for this position are:

- Previous experience successfully managing sales teams ideally from a similar industry;
- Professional sales training would be a strong advantage;
- Proven track record of achieving targets and driving sales growth in a business;
- Strong leadership skills and an ability to inspire sales teams.

Facts & Figures

Position:	Head of Sales;
Location:	Tirana;
Working hours:	40;
Contract:	According to Labor Code;
To apply until:	06.10.2017.

How to apply

To apply for this opportunity, please send your CV and supporting document, mentioning the position that you are applying for, to:

recruitments@eppc.al

You will be contacted by eppc only if your CV & support documents will be qualified by our evaluation team.