

Job Description of Channel Sales Manager (Central & North) Uniview/ TP-Link

- Plan for the achievement of Uniview / TP-Link individual and divisional targets in alignment with the strategies and policies of the company
- Establish sales objectives by projecting expected sales volume and forecasting and developing sales quotas for territories and the region
- Keep current with economic indicators, changing trends, supply and demand and competitors to maintain sales volume and product mix.
- Positively contribute to team effort by accomplishing related results
- Provide the necessary support to sales associates to enable them to generate market leads and close new deals
- Develop and implement new programs, sales initiatives and strategies to capture key demographics
- Design cross-selling programs and campaigns
- Ensure the effectiveness of cross-selling activities by guiding employees
- Uplift the regional sales volume to its possible best
- Organize training for new staff
- Develop and review long- and short-term sales strategies.
- To Design new promotions + marketing strategies of the regular products as well as slow-moving products.
- To responsible for the Sales Targets assigned by the management.
- Make and Managing all WhatsApp group of Channel Customers on all sales inquiries.
- On boarding new resellers nationwide, especially in Central & North region.