

WE ARE HIRING

REGIONAL SALES MANAGER

A leading company in Pakistan looking to hire a **Regional Sales Manager** for its **Solar Business**

Responsibilities:

- Be responsible for developing channel sales business in the Pakistan region.
- Set the Quarterly & Annually sales target, and achieve the target in every possible way.
- Assist Marketing with regional initiatives like Exhibitions, Presentations, Product Launches, etc.
- Preparing Sales reports for periodic review.
- Proposing and implementing suggested improvements to the channel partner program.
- Maintain customer relationships and Develop new Partners/customers.
- Accurately forecast revenue on a weekly, monthly, quarterly, and annual basis.
- Evaluate the regional market situation, including the supply/demand status & trend, government policy, main competitor's presence & performance, and main distributor/installer's business relationship, and identify the key potential partners, including distributors, installers, consultants, etc.
- To work with Local staff to make appropriate BD strategies against each specific potential partner, to establish the business relationship, and to deepen the relationship through continuous follow-up and service to the partner.

Responsibilities:

1. Bachelor's degree or above with Minimum 5 years of working experience in Solar Business.
2. Fluent in English speech and writing.
3. Already had an existing network with solar distributors, installers, wholesalers, etc.
4. Able to transform strategic thinking into operational business.
5. Capable to understand various business cultures.
6. Communicates the vision, defines a common cause, and builds motivation.

APPLY NOW

Interested candidates can forward their resumes at **sehrish.zameer@transsion.com** by mentioning the position in the subject line.

