



**Maigrai Limited
Job Description**

VER. N° 1
20/12/2018

1. ROLE INFORMATION

NAME OF POSITION:	Sales Manager		
SENIORITY LEVEL:	Mid-Senior	EDUCATION LEVEL:	3 rd Level
EMPLOYMENT TYPE	Full time	DEPARTAMENT:	Commercial
THIS POSITION REPORTS TO:	Sales Vice President		
PEOPLE IN CHARGE:	None		
OBJECTIVES:	<p>Business Development. Sales.</p> <p>To put in place marketing strategies to develop and position Maigrai's products and services, increasing market share and brand awareness while maintaining profitability as defined by the management.</p> <p>To reach products and services sales targets as defined by the management.</p>		

2. ROLE AND RESPONSIBILITIES

This role provides an exciting opportunity for a dynamic self-starter, with a proven ability to build, maintain and grow client accounts.

The Sales Manager will be responsible for maximising sales and upsell opportunities with new business and accounts.

1. Learn and interiorize Maigrai's products and services portfolio and identify its advantages for potential customers
2. Define marketing plans and strategies to achieve sales targets
3. Present, promote and sell products/services using solid arguments to existing and prospective clients
4. Perform cost-benefit and needs analysis of existing/potential customers to meet their needs
5. Owning and hitting/exceeding annual sales targets within assigned territory and accounts
6. Developing and executing strategic plan to achieve sales targets and expand our customer base
7. Establish, develop and maintain positive business and customer relationships
8. Developing a wider network within client organisations in order to 'mine' incremental revenue opportunities that are not immediately apparent
9. Working with cross-functional teams within the company to ensure high quality service delivery
10. Writing business plans for existing accounts, and leading new opportunities



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3. SKILLS

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| <ul style="list-style-type: none"> • Fluent Spanish speaker • Customer Orientated Service Delivery • Business Planning • Sales • Writing | <ul style="list-style-type: none"> • Networking • Communication • Sales Management • Cross-functional Team Leadership • Leadership |
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4. CANDIDATE REQUIREMENTS

5. REQUIREMENTS

DESIRED LEVEL OF EDUCATION:

- 3rd level qualification from a recognised Institution
- Degree in chemistry, environmental or electronic engineering

KEY ATTRIBUTES AND SKILLS REQUIRED

- You will have two years of business development experience with strong full cycle sales experience in environmental related business
- A track record of seeking out and converting new sales opportunities with B2B experience in a closing role in new technologies advantageous
- Ambition – hungry to succeed and make their mark in this organisation
- Self-starter / good initiative with an ability to learn quickly
- Proactive with a track record of delivering on commitments and meeting deadlines
- Ability to communicate, present and influence all levels of the organisation, including executive and C-level
- International experience and multicultural understanding and awareness is an advantage, as is fluency in a non-English language
- Excellent personal presentation and presence