

IPTEC is one of the leading Internet Service Provider (ISP) and one-stop Information & Communication Technology (ICT) solution provider in South Sudan. It has been incorporated 2011 in South Sudan. IPTEC expanded its Wireless Internet, Satellite Internet and intranet (data) services to all of the states in the country. We're innovative, fast-paced, and results-oriented. We are looking for the dynamic talented candidate to keep winning for the following position.

Position: Asst. Manager, Sales & Marketing

Job Context: Working in competitive and dynamic field with the target to enhance the brand equity & market share of concerned brand through exclusive and innovative promotion and selling. The position requires brand planning. Ensure flawless support to the sales team to enhance sales and market share through attractive and cost efficient brand management.

Job Description/Responsibility:

- Day to day management of the sales team ensuring they are on track for achieving KPI's.
- Motivating team members and leading the team to achieve sales targets.
- Plan, organize, direct and control the respective sales team members to meet the progress of sales target achievement with Head of Sales.
- Carrying out sales training with sales executives and role playing sales techniques.
- Ensuring all administration for sales is completed effectively.
- Setting sales targets, activity KPI's and reporting on progress towards sales KPI's.
- Performance managing underperforming members of the sales team.
- Visiting customers and potential customers alongside sales executives
- Analyzes customer trends and market gap to identify future sources of growth of the product.
- Assist Head of Sales in preparing annual business plan for the company.
- Maintaining and expanding customer base by counseling sales representatives, building and maintaining rapport with key customers and identifying new customer opportunities
- Prepare daily/weekly/monthly report and submit to the concerned authority on a regular basis.
- Ensuring the sales team update the CRM effectively with all appropriate data.
- Overseeing all marketing activity and ensuring it fits with the marketing strategy.
- Managing the company's digital marketing and products branding activity

Educational Qualification

- Business Graduate Preferably BBA/ MBA

Experience and Other Qualifications:

- The applicants should have 3 to 5 Years' experience in the following area(s): Marketing, Relationship Management/Key Account Management, Business Development
- The applicants should have experience in the following business area(s): ISP (Internet Service

Career with **IPTEC**

Provider), IT Enabled Service or Any other Sales Job in Multinational organization.

- At least 3/4 years of experience in the related field
- Knowledge about digital marketing and product branding
- Good English communications skills speaking and writing
- Good organizational and time-management skills
- Creative and positive attitude
- A smart appearance and professional manner

Salary Range: Negotiate

Other Benefits: Any admissible benefits as per company policy

Job Location: South Sudan

Apply Instruction

Interested persons may submit their CV with photograph by e-mail to
career@iptecltd.com

Company Information: www.iptecltd.com

Applicant must enclose his/her **Photograph with CV.**