

# Sales Manager – Direct Sales

(National Capital Reg - Makati City)

## Responsibilities:

The Head of Sales spearheads the acquisition of eYP advertisers and responsible for revenue goal attainment.

- Secure 700 new advertisers for eYP in 10 months
- Build and manage a team of 10-20 direct sales personnel
- Collaborate with product and support teams

## Requirements:

### Skills

- Excellent planning and sales management skills.
- Excellent communication and presentation skills
- Leadership skills: people/soft skills, motivation
- Experience in creating a sales management structure (incentives, performance metrics, rewards)
- Excels in obtaining management and team support for projects
- Marketing and Business Savvy, can come up with:
  - Business projections
  - Competitive analyses
  - Financial model
  - Product pricing
- Excellent product management skills
  - IT Savvy

### Requirements

- Minimum of 3 years experience in sales management from the IT or services (insurance, credit card) industry.
- Has managed medium to large scale projects in a team-based structure
- College degree holder from a reputable school
- Has a network of potential clients and
- Can rapidly build a team