

Supervisor – Direct Sales – Job Description

Team: Direct Sales

Reports to: Head – Direct Sales

Expected Output:

- He/she will supervise a team of Internet Marketing Consultants (IMaCs) in their daily activities to ensure that everybody becomes successful in hitting their monthly target. He/she will monitor the IMaCs' prompt submission of reports. To effectively lead by example, the Supervisor needs to demonstrate superb selling skills. His/her ability to lead, motivate, and provide constructive coaching is important to the success and development of IMaCs.

Responsibilities:

- Supervises and monitors the activities of the Internet Marketing Consultants to ensure that every IMac hit monthly quota with consideration to the quality of sale.
- Regularly updates and provides analytical reports that could help management make informed business decision
- Suggests ways and means to improve sales performance of their team
- Ensures that team shall keep complete and accurate information of every contract
- Provides coaching and mentoring to IMaCs
- Ensures that success stories and lessons learned from the field are well-documented for easy reference and for creating best practices

Requirements:

- Solid Success record in sales-related field
- Has handled a team for at least 2 years
- Critical thinker
- Results-driven
- Innovative
- People leadership and management skills
- Analytical, Problem Identification/Problem-solving skills
- Detail and Process-oriented
- Excellent Communication and Presentation Skills