

Sales Manager

Job Description

Responsibilities

1. Develop and manage a list of potential customers via follow ups, networking, prospecting, cold calling, customer referrals, leads, community involvement and all other means of developing business.
2. You will make realistic reaching marketing strategies and policy for a new brand or PN JONE and OEM manufacturing
3. You will identify, build, and maintain positive, strong relationships with new and existing customers.
4. Promote PN JONE and product to increase sales, enhance brand image and awareness
5. Ensure customers' satisfaction with products and services through effective marketing, product knowledge and education. Follow up with the customer on a regular basis to ensure customer satisfaction.
6. Set up appointments with prospective clients to learn their needs or concerns and develop a proposal to meet those needs and maintain the customer database and organize appointments and proposals.
7. Prepare and submit the required administration and evaluation reports accurately in a timely manner, e.g. sales report, product catalogues, research on market information
8. Quote prices accurately, while completely ensuring customer understanding and satisfaction.
9. To deliver excellent brand marketing execution in a complex, multi-cultural environment that contributes to long term profitable growth.
10. Innovative projects to drive sales and profit growth

Qualifications

- Minimum 5 years sales and marketing experience in sportswear industry
- Graduate of university or college with relevant education (i.e.: Marketing, Business & Merchandising)
- Knowledge of retail business environment and function; with merchandising skill is a plus
- Know how to do with Internet selling and online selling will be an asset
- Excellent communication, time management and problem solving skills

- Organize, with strong numerical sense and analytical mind
- Aggressive, initiative, presentable and outgoing personality
- The ability to work both independently and as a team
- Proficiency in office software including Word, Excel, PowerPoint and Outlook
- Competent in the English language, multilingual is an asset
- Preference will be given to candidates with existing contacts within the sportswear industry