



Major company looking for a sales manager

## **QUALIFICATIONS AND SKILLS:**

Age: 25 to 45 years old

Degree in Marketing, Administration, Business Relations or similar (intern or graduate)

Mastery in advanced negotiation techniques.

Must have a client portfolio or have managed corporate accounts for example: Banorte, Santander, JP Morgan, Soriana, Walmart, etc.

Intermediate Excel skills

Graduate degree in business areas

Bilingual (English and Spanish)

Availability to travel

Must have a valid American visa and passport (no exceptions)

Minimum 5 years' experience in the following tasks.

## **MAIN ROLES AND TASKS:**

- Develop the general sales and marketing plan
- Prepare forecasts and establishes marketing procedures to achieve the established goals.
- Analyze market studies and evaluations and propose strategies.
- Develop, train and implement traditional marketing strategies and sales techniques using electronic platforms
- Lead negotiations with clients and suppliers
- Search for new markets and serve clients in a personalized way.
- Know the perceptions of customers about the products and services offered by the company.
- Detect problems in the marketing process and provide solutions.
- Propose sales and marketing actions oriented to the changing demands of the market.
- Identify areas of opportunity and allocate the necessary resources.
- Design the marketing objectives.
- Promote openness to new markets.

## **WE OFFER:**

Salary according to experience

Benefits required by law