



Example of AVP-Sales Job Description

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Our growing company is looking to fill the role of avp-sales. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for avp-sales

- Proactively and appropriately interface across business units within the Region to identify opportunities for external sales
- Proactively identify cross sell opportunities
- Implement external sales campaigns and initiatives in partnership with the performance team and relevant HO centres of excellence
- Identify process efficiencies and share best practices in the external sales team
- Actively coach, educate and develop customers on products and services within the assigned portfolio
- Act as a brand ambassador for the Absa business in all community activity
- Managing ~8000 Non-full time employees (NFTE's) with responsibility for overseeing the new hire process of the manpower partner in line with budgeted numbers (around 2000 incremental new hires every month) & Controllership responsibility for wing-to-wing Payroll Management
- Oversee Existing and New Infrastructure management of the manpower partner
- Regulatory Compliance oversight & accountability related to NFTE Management & Infrastructure
- Responsible for Internal & External Audit of all partner sites

Qualifications for avp-sales

- Job based in Toronto or Mt

- Knowledge of Credit Card & Financial services products (insurance, mutual funds)
- Proven ability to increase productivity & continuously improve methods, approaches and departmental contribution while being cost sensitive
- A minimum of 8 years of B2B sales experience in a services business, including global strategic development of new customer accounts, providing business solutions based on customer outcomes, and client retention strategies
- A strategic thinker who is capable of developing and articulating clear and compelling sales strategies for both internal and external audiences at the executive level