



# Example of AVP-Sales Job Description

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Our innovative and growing company is looking for an avp-sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for avp-sales

- Train, coach, and motivate all Distribution Channel people to meet business volume
- Support sales in achieving targets, assisting in sales activities and incentives/campaign programs
- Prepare materials for Syariah Concept and Products Training and deliver trainings to Agency Sales Force , other Distribution Channel also for Agency certification (if necessary)
- Involve as Product Development Committee (PDC) member for Syariah products, responsible as a leader of Syariah PDC
- Responsible to initiate draft New product Syariah that proposed to PDC Team
- Responsible to share and socialize Syariah product to All Syariah Team and Other Related Dept
- Actively involve in preparing Launching of Syariah products coordinating with Related Dept
- Responsible to develop his/her SRM Team member to achieved the goals
- Responsible to maintain relationship with each Management's Distribution Channel that supported by his/her Team
- Prepare Syariah Sales & Action Plan for all Agency Area that supported by his/her Team

## Qualifications for avp-sales

- Prior experience on financial supply chain business preferred

- Effective interpersonal, communication, business development and advisory skills
- Excellent command of spoken and written English and Chinese (fluency in Mandarin is a definite advantage)
- Solid banking knowledge, with at least 3-5 years marketing experience in banks preferably on treasury field
- Exposure on corporate banking / China market will be an advantage