



Example of AVP-Sales Job Description

Powered by www.VelvetJobs.com

Our company is searching for experienced candidates for the position of avp-sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for avp-sales

- Build & develop affinity Distribution Channel to enlarge sales force and increase business size
- Other tasks required to increase sales of Syariah products and to support Syariah Unit business
- Implements effective talent plan in strategic sites and with remote workforce to ensure that we have the right talent in place to address current future needs of organization
- Develop and execute on business plan to expand business into new accounts to collaborate with sales counterparts on up selling and cross selling into existing customers
- Provide strong leadership and direction to a team of Sales Managers enabling growth of Direct Sales through effective talent acquisition, training & development programs and effective partnership with GCS support functions
- Direct development and implementation of daily/weekly/monthly communication of sales results to all levels of the enterprise, using GCS Enabling Services for reporting data
- Team and Individual Sales Targets/Quota
- Motivate your team to successfully manage time, territory, customers and opportunities
- Lead your team to successful goal attainment through timely execution of business plans
- Utilize CRM to develop forecasts and move business to close in an efficient

Qualifications for avp-sales

- Registered RI (Regulated Activities)
- 7+ years of well-rounded sales management experience with product based services
- The successful candidate will possess a minimum of 5 years risk control or commercial underwriting background, combined with solid sales experience
- The candidate will have been a significant contributor to new account acquisitions, ideally in a broker setting
- Candidate has effectively and proactively managed client expectations, built deep client partnerships, and developed excellent communication to connect at all levels within the client's organization
- Incumbent possesses strong sales process and operations skills (closing deals, pipeline management, forecasting, budgeting)