



JOB DESCRIPTION

ASSOCIATE DIRECTOR: SALES

MTC Consultancy is searching for an adaptable, team player, with a high level of sales management and communication skills (writing, listening and oral), to join our office as an independent consultant, working remotely, and part-time as Associate Director of Sales focusing on both generating revenue and developing strategic partnerships.

About the Company

MTC Consultancy is principally focused on providing services in management consulting supplying business and digital solutions, advising, and supporting entrepreneurs from a range of sectors. MTC Consultancy is on a mission to assist service based small to medium size enterprises in different business stages, to tackle complex issues and deliver sustainable value. We are helping SMEs create, improve, use strategic business tools to focus on scale-up priorities and growth strategies.

About the Job

This is an Associate Director role that is partner-track position. The Associate is responsible for sales and establishment of effective sales processes, managing sales distribution by defining sales territory, quotas, and targets, and coordinating the actual distribution of a product or service to the client. In addition, the associate should have capabilities to use business strategy forecasts and tactics to meet targets for generating sales revenue.

Position

Associate Director of SALES.

Brief Job description

The Associate Director of Sales will establish strong relationships with senior and mid-level customer stakeholders on behalf of the organisation. Will collaborate closely with colleagues and other internal stakeholders on opportunities that span many territories and will design sales programs, process, and product training for sales representatives in conjunction with the company. Equivalence in related sales programs development experience will be considered.

In addition, responsibilities include the strategic planning of product/service sales, the evaluation of target sales figures based on research and the determination of



sales potential, and the creation and management of a sales team including monitoring of client service preferences and facilitating close of deals.

Tasks

- Create and communicate sales goals and strategies for achieving those goals or acquiring the mapped deals.
- Consult with department leaders to design advertising and public relations campaign in order to obtain information on customer specifications to identify and map potential deals.
- Consult with prospective clients regarding their service requirements and recommend consultants who may advise them on the specific types of services to acquire.
- Determine pricing structures and discount or customer incentive percentages for specific sales promotional programs.
- Direct and organise activities for managing actions or promises pertaining to the selling of services and other products.
- Assess clients' needs and inform sales reps about service or product attributes in order to ensure high levels of customer satisfaction through the deployment of superior sales programmes.
- Develop and design training programmes for sales representatives.
- Monitor client preferences in order to choose where to concentrate sales efforts.
- Develop and manage regional and local sales managers and their teams.
- Develop and manage sales and service programmes by planning and directing staffing, training, and performance reviews.
- Develop budgets and authorise expenses.
- Resolve issues from customers regarding sales and service.
- Create and evaluate operational records and reports in order to forecast sales and determine profitability.

Qualifications and requirements

- College degree or higher in business or any related field.
- Ability to give full attention to what other people are saying, to be aware of others' reactions and understanding why they react as they do, and to persuade others to change their minds or behavior.



Competencies

Job requires the following abilities:

- Emotional Intelligence – Ability to perform under pressure, never take things personal and address complaints in a timely manner.
- Attention to Detail – An individual that is thorough in completing tasks and careful about detail.
- Dependability – Someone who is dependable, accountable, and responsible in fulfilling obligations.
- Integrity – An honest person who demonstrates sound work ethics.
- Flexibility – A person who is open minded, adaptive and receptive to both positive and bad work-related situations.
- Patience – A person with considerable patience and a helpful disposition on the job.
- Cooperation – Having a pleasant demeanour with others and ability to impart his/her skills.

Lines of communication

- This is a senior level role position which fits within the partner track for our management consulting organization. To report to Managing Partner.

Working conditions

- The position is one year trial contract on part-time basis with unique working hours that the candidate will agree upon with the managing partner.
- There are several deadlines associated with this job role, consequently the incumbent requires organization, attention, and high level of accuracy.
- The candidate will spend most hours sitting behind a desk, remotely, using a computer in intense concentration.
- For compliance with data protection rules and professional code that guides our industry, in addition to a contract, the successful candidate will be required to sign a non-disclosure Agreement and Memorandum of Understanding.

Remuneration/Job Rate

To be discussed at interview.