**Global Sales Manager (Native English Speaker)**

Job Description

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eMoldino is looking for a passionate, intelligent, innovative individual who would like to engage and execute Global Sales strategies and rollout successful campaigns. We offer an extremely hands-on, in-depth work experience, often unavailable at large firms.

As the world leading Industrial IoT and AI solution provider, eMoldino is currently undergoing an aggressive expansion in the most cutting-edge sector of solution delivery. As a member of our organization, you will gain firsthand experience collaborating with Fortune 500 corporate clients. Traveling and consulting business partners in the US, EU, and Asia are essential parts of the work. If one likes to travel, it would be an added benefit.

Responsibilities

* Plan and execute all aspects of a targeted sales program including end-to-end ownership of customer engagements
* Meets sales financial objectives by forecasting requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.
* Determines annual and gross-profit plans by forecasting and developing annual sales quotas for regions; projecting expected sales volume and profit for existing and new products; analyzing trends and results; establishing pricing strategies; recommending selling prices; monitoring costs, competition, supply, and demand.
* Accomplishes sales objectives by planning, developing, implementing, and evaluating advertising, merchandising, and trade promotion programs; developing field sales action plans.
* Identifies marketing opportunities by identifying consumer requirements; defining market, competitor’s share, and competitor’s strengths and weaknesses; forecasting projected business; establishing targeted market share.
* Improves product marketability and profitability by researching, identifying, and capitalizing on market opportunities; improving product packaging; coordinating new product development.
* Sustains rapport with key accounts by making periodic visits; exploring specific needs; anticipating new opportunities.
* Protects organization’s value by keeping information confidential.
* Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.

Qualifications

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* Native or bilingual proficiency in English
* 2-4 years of relevant work experience, preferably in sales, strategy consulting, venture capital, technology-focused corporate development and strategy, due diligence–focused management consulting or technology-focused investment bankingSuperb interpersonal communication skills, with the ability to build relationships successfully across teams
* Strong quantitative and qualitative analytical ability, along with excellent business judgment
* Strong project management skills, including a proven ability to think through all aspects of the process, manage long-term projects and multitask
* Superb interpersonal communication skills, with the ability to build relationships successfully across teams
* Driven self-starter with a passion for excellence and an ability to work under minimal supervision
* International candidates are welcome

**Application**

Submit English CV to email address : recruit@emoldino.com

File Name: Global Sales Manager\_Name

Interviews will be served on a first-come-first serve basis.