

Job Title	Sales Manager - IFIN		
Job Location	Oman		
General Description	<p>IFIN – Sales Manager – Oman</p> <p>We are looking for Sales Manager to build our clients base in Oman and scale revenue to the next level. The ideal candidate will have strong commercial acumen, be Fintech passionate, and have great attention to detail. The person should be responsible for architecting a sales strategy and strategizing next steps and negotiating deals to onboard new clients.</p>		
Division/Department	Sales	Reporting to:	CEO
Job Description	<p>The Sales Manager wins, maintains, and expands relationships with platform partners. The Sales Manager is responsible for achieving sales, profitability, and partner’s recruitment targets per market segment.</p> <ul style="list-style-type: none"> • Working closely with the management to define detailed acquisition strategy based on the different sectors and segments of the target industries. • Acquiring new partners and onboard them to the platform • Managing and executing promotional campaigns • Ensuring good customer service by addressing and ensuring the timely resolution of customer issues or comments • Establishes productive, professional relationships with key personnel in assigned partner accounts • Providing analysis and reporting on metrics such as weekly/monthly sales by segment and product • Proactively assesses, clarifies, and validates partner needs on an ongoing basis • Providing insights on customer experience to support further system development • Coordinates the involvement of company personnel, including support, service, and management resources, in order to meet partner performance objectives and partners’ expectations • Proactively leads a joint partner planning process that develops mutual performance objectives, financial targets, and critical milestones associated with a productive partner relationship 		

	<ul style="list-style-type: none"> • Manages potential channel conflict with other firm sales channels by fostering excellent communication internally and externally, and through strict adherence to channel rules of engagement • Leads solution development efforts that best address enduser needs, while coordinating the involvement of all necessary company and partner personnel • Drives adoption of company programs among assigned partners.
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Skill Requirements	<ul style="list-style-type: none"> • Degree in Marketing, Business Administration or related field. • 3- 5 years of relevant corporate sales and a track record of exceeding quota • Prior experience in a similar role. Experience within digital e-commerce platform is a plus. • Possess a solid understanding of e-commerce, banking and finance frameworks. • A self-starter mentality with the ability to manage multiple projects in a fast-paced working environment. • A high level of attention to detail including proven ability to manage multiple, competing priorities simultaneously. • A creative and strategic thinker with a strong customer orientation. • Excellent interpersonal and communication skills, thrive in matrix environments and are adept at building relationships with different stakeholders. • Possess extensive knowledge of sales principles and practices, and an ability to coach others on them • Strong analytical and quantitative skills; ability to use hard data and metrics to back up assumptions, recommendations, and drive actions. • Strength in problem solving, issue-resolution, ability to work in a deadline-driven work environment, attention to detail, and ability to multitask. • Strong leadership and team building skills
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