 F2 GLOBAL LOGISTICS <small>LET'S MOVE. NOW.</small>	Assistant Vice President - Sales Job Description		Document Number: JD-SAL-12.01
	Department: Sales	Effective Date: October 22, 2024	Revision No 0

I. Reason for Existence

To provide leadership and direction in the Business Development Team in accordance with the overall business strategy. Responsible for creating and executing sales and marketing strategies and activities within the organization, in order to achieve desired business growth.


II. Duties and Responsibilities

1. Manage, control and develop the Sales activities by implementing the business strategy in order to achieve expected financial results.
2. Plan, organize and direct the various functions of the team by maximizing resources for effective account coverage.
3. Identify, create and position effective product and pricing strategies by coordinating with other teams to sustain profitable growth.
4. Ensure customer requirements are established by overseeing implementation of job instructions in order to maintain excellent customer relationships.
5. Assess potential and sustainable customer relationships by evaluating sales, methods, costs and results to expand customer base.
6. Define, monitor and evaluate key result areas by setting targets and analyzing progress reports of team members in order to enhance business growth.
7. Provide marketing & sales information to Senior Management to review business direction and for effective positioning in the local market.
8. Mentor, motivate and coach team members in order to sustain sales performance and provide growth opportunities within the team.
9. Perform any other function as assigned by his/her immediate leader

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III. Minimum Qualifications

1. Minimum five years of experience in a Senior Management Role
2. Competent in Leadership and Management Skills
3. Excellent in verbal and written communication skills
4. Proficient in Sales & Negotiation Skills
5. Fluency in English & Filipino languages
6. Be able to operate under pressure and meet deadlines

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