

## **JOB DESCRIPTION**

**Job Title:** Sales Executive  
**Location:** RTE's HQ at Kabul

### **Job Responsibilities:**

- Develop and manage all sales activities as assigned by his supervisor.
- Sufficiently understand customers business and suggest ICT products and turnkey solutions to meet their needs.
- Create matrix teams to resolve customer issues and cater for 100% Quality Services.
- Lead Sales initiatives from inception through conclusion, by using sales expertise, industry contacts and business relationships.
- Manage the Customers to achieve 100% Customer Satisfaction.
- Achieve monthly targets – 100%

### **Required Qualifications:**

- Afghan national, engineer/BBA/MBA preferable.
- Minimum of 2-3 years of work experience in Telecom/ISP/IT Industry Sales.
- Should know local languages, in addition to English.
- Should have corporate level proficiency in MSWord, Excel, PowerPoint, official e-mailing and computer skills etc.
- Should have a presentable, courteous and pleasant personality.
- Should be hardworking, sincere, honest, dedicated, and self achiever.
- Should be able to use structured sales techniques and methodology, including the use of forecasting tools and methodology.
- Ability to develop multiple relationships at varying levels within client organizations.
- Should have ability to convey the value and benefits of products, related to price propositions.
- Should have Strong commercial awareness and understanding of the sales process / buying decisions.
- Should be strong team player: accustomed to working as part of a team.