



Sales Department Manager, 92363 грн.

📍 Киев, 🕒 28 мая 2024

Компания: [Minmaxdeals LLC](https://jobs.ua/company/id/1621411) (https://jobs.ua/company/id/1621411) ([Все вакансии](#))

Рубрики: [Торговля, продажи, закупки](#), [Работа за рубежом](#)

Пожелания к сотруднику

Образование: не имеет значения
Опыт работы: от двух лет
График работы: полный рабочий день

Описание вакансии

Join our dynamic team and make an impact in the fast-paced world of e-commerce!

- +As a visionary in client base development, you'll expand our customer reach and drive exponential growth!
- +With your skills in customer segmentation, you'll tailor strategies for maximum impact in target markets!
- +Establish efficient processes and seamless communication channels to optimize team performance!
- +Utilize your strategic planning, budgeting, and analytical expertise to allocate resources and propel us toward our goals. Lead team formation, training, and motivation to create a powerhouse of talent!
- +Set ambitious objectives, monitor progress, and deliver insightful reports!
- +Enhance our online presence with cutting-edge web recognition standards and maximize potential through marketplace analysis!
- +Deliver exceptional customer service and set new industry standards!
- + E-commerce? Amazon? Shopify? Cosmetics? FMCG? Let's Go!

This is your opportunity to be 100% Fully Remote and revolutionize e-commerce and make a lasting impact!

Apply using the Google Form Link below.

About the Company:

MinMaxDeals is a wholesale distributor of branded cosmetics for e-commerce businesses.

MinMaxDeals has been trading since January 2019 as a highly reputable, trusted and reliable wholesale distributor of Luxury Brands in the world of cosmetics, makeup and fragrances in the United States and International markets.

We supply to high profile Chain Stores, Department Stores, Wholesalers, Perfume Chain Stores, major e-commerce traders and export to the rest of the world.

Our success is built on putting our customers first and working together with them to develop a long lasting relationship. We offer top best selling brands at very competitive prices.

Key Responsibilities:

As our Sales Division Manager, you will head the Sales Division of MinMaxDeals LLC and undertake the following responsibilities:

- +Client Base Development: Expand the customer base of the e-commerce department.
- +Customer Segmentation: Identify target customer profiles and segment them accordingly.
- +Process and Communication Building: Establish departmental processes and effective communication channels.
- +Planning, Budgeting, and Analytics: Plan and allocate resources, analyze performance, and monitor results.
- +Team Formation: Recruit, train, develop, and motivate team members.
- +Goal Setting and Monitoring: Set objectives, track progress, and provide reports aligned with company goals and KPIs.
- +Work Optimization: Improve efficiency, achieve planned targets, and drive growth.
- +Web Recognition Standards: Develop and implement guidelines to enhance the company's online presence.
- +Marketplace Analysis: Evaluate products on marketplaces and optimize to maximize profit margins.
- +Quality Service Creation: Establish high standards for customer service.
- +Process and Policy Development: Create guidelines for working with sellers on marketplaces.

Qualifications:

As our Sales Division Manager, you bring to us your:

- +3 or more years of E-Commerce, Wholesale and/or Import/Export Trading, FMCG Experience
- +A Bachelors in Business or Marketing (Masters Degree is a plus!)
- +Leadership and Management Skills
- +Strategic Thinking Skills
- +Customer Focus for a customer-centric approach, vital for understanding customer needs, building relationships, and providing exceptional service.
- +Analytical Skills and proficiency in data analysis and interpretation for tracking sales performance, forecasting revenue, and identifying areas for improvement.
- + Competence in using sales analytics tools and CRM systems
- + Industry Knowledge about the Cosmetics Industry
- +Experience in CRM Management
- +Experience in Sales Funnel Management
- +Experience in Lead Management
- +Knowledge of Klaviyo for Email Campaigns

Non-Negotiables:

- +Ability to speak perfect English (C1, No Accent)
- +Work Eastern Standard Time (US Time).
- +Leadership, Management, Communication and Strategic Thinking Skills!
- +Ability to work in a home environment that is private and free of distractions (ie no barking dogs, television noise, music, children, etc.) and be able to devote full attention to the customer during working hours.

Technical / Computer / Workstation Requirements:

- +Computer: An Intel Core i5 or more (or AMD Equivalent) with at least 8 GB of RAM and 50 GBs of Free Storage Space or Mac Equivalent.
- +Headset: Noise Canceling Headset
- +Webcam: For Work Meetings
- +Internet Connection: A minimum of 50 Mbps (download) and 25 Mbps (upload), wired, postpaid plan, from a reliable Internet Service Provider (Use www.ookla.com for your Speed Test)

Compensation:

Salary: \$1,500 - \$2,500 (based on the results of the interview and your experience)

Benefits: 100% Fully Remote!

Performance raises and other awesome benefits await you!

Apply using this Google Form Link: forms.gle/vgG5upwNFhVcN5bJ7

Facebook: facebook.com/profile.php?id=100093640659522

Are you the right fit for us?

The ideal candidate for this role is a proactive individual with an entrepreneurial spirit who is able to think outside the box. They are comfortable in a fast-paced environment and are always looking for new ways to improve efficiency and effectiveness. They have excellent interpersonal and communication skills, with the ability to create and maintain positive relationships with clients. They are highly organized, with the ability to manage multiple tasks at once without losing focus. Above all, the ideal candidate has a passion for sales and is driven by meeting and exceeding their targets.

If you feel that you fit this profile and are ready to take the next step in your sales career with MinMaxDeals LLC, please fill out the form and send your Resume.

MinMaxDeals LLC is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

MinMaxDeals LLC thanks all applicants; however, only those selected for an interview will be contacted.

Контактная информация

Телефон: +1(424)210-7645

Контактное лицо: HRmanager

Сайт: <http://www.minmaxdeals.com>