



## **Assistant Manager – Corporate Sales (Sales)**

The candidate would focus on increasing Market share in both Subscribers and Revenue front, while enhancing Customer Satisfaction, thereby carrying out strategies to penetrate post-paid market in order to meet the company's expectations in acquisition, revenue and retention. Needs to support, develop and motivate sales personnel in order to meet the expected results. In essence the candidate will create a win win, in acquiring customers to give out the best product and solution as per the customer requirement

Responsibilities:

- **Increase market share In Post Paid**  
Account Mapping, Tariff plans, Competition Churn and New Account Acquisition to meet the expected Gross Activations
- **Maintain Customer Experience**  
Winning customers and maintain the expected level of customer satisfaction through proper customer engagement towards retaining and enhancing customer revenue at all times
- **Increase and Maintain revenue growth**  
Up selling of new products through team and by own. Monitoring growth penetration of value added products, Data and all the other services introduced by the company
- **Team Management**  
Develop and train sales team members in order to achieve set targets
- **Brand Building**
- Organise proper product campaigns as appropriate to promote the brand and win sales
- **Compliance**  
Oversee and ensure compliance of all activities to align with the company policies and procedures at all times

Send in your CV to [careers.lanka@airtel.com](mailto:careers.lanka@airtel.com) on or before 16<sup>th</sup> November 2016 with **email Subject:** Assistant Manager: **Corporate Sales**

