



<http://ksphrservices.com/job/mice-jobs-in-gurgaon-ksp/>

Sr. Manager-Sales – MICE(Meeting Incentive Conference Events)

Description

Map potential customers and generate leads for the organization. He should look forward to generating new opportunities for the organization.

2. Meeting the sales targets of the organization through effective planning and budgeting.
3. Deciding the future course of action of team members.
4. Devising strategies and techniques necessary for achieving the sales targets.
5. Developing new business vertical from existing and new clients
6. New product development planning and management
7. Technology transfer, licensing, partnerships assessment and development
8. Marketing and advertising and promotion planning
9. Sales organization planning and development
10. Forecast and implement Business planning for all quarters.
11. Expand new business portfolio-with B2B Projects.
12. If the business development job has direct-reporting staff then the above would tend to be managed via others, and the role would include people-management, recruitment, motivation, training and development staffing responsibilities.
13. Self-development and continuing personal development.

Contacts

Hr@ksphrservices.com
Subject line – MICE

Hiring organization
KSP

Employment Type
Full Time

Experience
3-6 years

Education
Grad/MBA/Travel Diploma

Industry
Events

Job Location
Gurgaon

Working Hours
8 Hours

Base Salary
? 600000 - ? 900000

Date posted
September 14, 2019