

HEAD OF SALES



LOCATION
CDMX, Barranca del Muerto



EXPERIENCE
4 years



WORK MODE
Office

RESPONSABILITIES:

1. Develop and execute the prospecting plan for the marketing agency and production house.
2. Contact, follow up, and pitch projects and services to clients.
3. Follow up with current clients.
4. Follow up on leads provided by the company.
5. Meet agreed upon goals and KPIs with owners.
6. Generate weekly sales reports and present income, expenses, and realistic forecasts to the management team.
7. Maintain and update the contact and lead database.
8. Achieve sales growth and objectives through effective sales team management.
9. Design and implement a strategic commercial plan to increase the company's client portfolio and ensure its strong presence.
10. Establish and foster strong, long-lasting relationships with clients by collaborating with them and understanding their needs.

REQUIRIMENTS:

1. Advanced English
2. Excellent personal presentation and client interaction skills.
3. Experience and knowledge in the audiovisual industry.

SEND CV
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