

Position: Head of Sales and Marketing

Responsibilities:

- Initiate sales plan and strategy to achieve sales target
- Lead sales team to achieve KPIs and OKRs every quarterly and yearly
- Acquire new target customers and maintain good relationship with current customers
- Plan and monitor budget for sales team
- Prepare sales report daily, weekly, monthly, quarterly and annually
- Manage customers' database
- Plan and implement marketing activities to boost up sales
- Lead team and recruit team members
- Direct report to GM and CEO

Success Requirements:

- Sales Target Achievement
- Have a positive, can-do attitude
- Open to coaching and feedback
- Show passion for teamwork
- Effectively manage team's performance
- Focus on results
- Have a desire to grow with our company