

Telesales Sales Manager

Description

1. Performance management: team monthly, quarterly, annual performance objectives and target decomposition.
2. The development of the team's internal assessment and incentive programs, tracking performance data, analyze performance difficulties and pain points, targeted attack and support, to ensure that the performance targets are achieved.
3. Team management: responsible for team stability, team atmosphere and talent echelon construction. Build a training system that includes processes, techniques, products, ability enhancement and other aspects.
4. Resource Integration: Employee personal performance data, team performance data, project achievement rate and other data for resource data management and analysis; find ways to improve employee energy efficiency, conversion rate.

Responsibilities

1. Performance management: team monthly, quarterly, annual performance objectives and target decomposition.
2. The development of the team's internal assessment and incentive programs, tracking performance data, analyze performance difficulties and pain points, targeted attack and support, to ensure that the performance targets are achieved.
3. Team management: responsible for team stability, team atmosphere and talent echelon construction. Build a training system that includes processes, techniques, products, ability enhancement and other aspects.
4. Resource Integration: Employee personal performance data, team performance data, project achievement rate and other data for resource data management and analysis; find ways to improve employee energy efficiency, conversion rate.

Qualifications

1. Full-time unified bachelor's degree;
2. With experience in telemarketing, online sales or customer service team, with more than 2 years of experience in managing a sales team of more than 20-30 people;
3. Have strong planning and coordination, target dismantling ability, to ensure excellent results delivery;
4. Good communication skills, organizational and coordination skills and teamwork spirit, with strong sense of responsibility and self-driven ability.

Hiring organization

Roots Management Consultants on
Behalf of Customer

Employment Type

Full-time

Duration of employment

Permanent

Industry

E-learning

Date posted

2024 ,23 00:00:00