

XEROX® Employment Opportunity

The world's leading manufacturer of Office Equipment (Copiers, Printers, Multifunction Devices, Digital Printing Equipment, Publishing and Document Production Systems), is recruiting a professional individual to lead its Sales Force across Iran.

XEROX, is represented in Tehran and 17 cities with 350 staff throughout the country. The company is best known for its sales, post sales services and document management solutions.

Position: **Sales Director**, reporting to Managing Director.

Overall Responsibilities:

- Achieve aggressive revenue growth & profit plans of the company.
- Active communication with Xerox Corporations' senior management.
- Implementation of world-wide Xerox initiatives in the country.

External Responsibilities:

- Managing the relationship with Dealers, Distributors and VARs (Value Added Resellers).
- Developing long term mutually beneficial relationships with customers, both in the public and private sectors.
- Utilize the state-of-the-art CRM software to manage the Sales Force and relationships with Customers. (This Systems Tool was installed in the company in 2005).

Internal Responsibilities:

- Leading, coaching and motivating a team of 30 experienced and young, talented sales force across Iran.
- Designing Market Coverage plans (account management and territory planning) to achieve desired results.
- Designing Pay Plans that motivates the sales force to extend their capabilities.
- Manage the implementation of training strategies for internal sales force and external dealers.

The ideal candidate:

Will have a minimum 5 years of management experience. Speak fluent English and be able to communicate effectively in writing, both in English and Farsi. The candidate must have effective negotiation skills, strong business understanding and be comfortable with MS Office software and IT systems.

The application process involves successful completion of interviews with Xerox Middle-East's senior managers.

You may be surprised how well-positioned you are for success.

You can send your CV (Resume) to the following fax number or email address:

Tel: **88 06 57 58 – 60**
No. 1, Sheykh Bahayi St.,
XEROX@AgahJobs.com

Fax: **88 03 61 58**
Tehran 19917-13117
www.AgahJobs.com

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