



## **SALES & MARKETING MANAGER**

**Computer Services Limited invites applications from qualified persons for the above position. This position is part of our executive management team and reports to the Chief Executive Officer. The key role of the position is to lead, direct and manage all aspects of CSL's Sales and Marketing division including responsibility over the Sales Team.**

### **The key Duties and Responsibilities for the position:**

- Relationship Management - Cultivated long-term relationships and develop networks with key customers.
- Financial Management – Ensure optimum management of divisional revenue, gross margins and cost streams so as to contribute to the company's overall performance and profitability.
- Strategic Planning – Ability to set objectives and formulate well planned sales and marketing strategies, activities and operations to ensure the company is successful.
- Customer Development. Develop strategic relationships with our customers and our suppliers.
- Staff Management – Ensure staff performance exceeds goals, Develop Sales funnels, targets & KPIs for the team.
- Marketing Management – Must have a vision that is customer-focused. Identify customer needs and customer solutions and effectively use social and traditional marketing strategies to reach our customers.
- Product Knowledge – Must have up to date knowledge of relevant technologies, services and their application to customers.

### **The successful applicant must satisfy the following criteria:**

- Bachelors Degree and/or at least 4 years' experience in Sales Management.
- Experience in Business/ICT an advantage.
- Strong technical and computer skills as well as an awareness of web-based marketing and social media.
- Excellent communication and presentation skills.
- Strong Leadership & Mentoring abilities.
- Excellent Strategic Planning and Thinking experience and a Good eye for Documentation.

**An attractive remuneration package will be offered to the successful applicant.** Applications should include an up to date curriculum vitae with recent references from two professional referees with their contact details. Detailed Job Description is available on request. Email: [tino@csl.ws](mailto:tino@csl.ws) Phone: +685 20926.

If interested, please apply by email to [dave@csl.ws](mailto:dave@csl.ws). All applications should be addressed to:  
Chief Executive Officer  
Computer Services Limited  
Ground Floor SLAC Building  
Apia

Applications close **4pm 19<sup>th</sup> July 2024**

**Samoa's leading Information Technology Company**