

General Manager

Company Overview:

We are better connected to support companies' payroll and people solutions needs through a global network of 40+ offices, four R&D centres, and business partners across 100+ markets. To date, we have served 460,000+ headcounts and 4,600+ clients.

Job Context:

Responsibilities of a General Manager involve setting and monitoring the budget, revenue, and expenses for the country or region.

Job Responsibilities:

- According to the company's strategy, use various sales tools to develop new customers, establish, develop and maintain overseas customer relationships, and expand overseas sales channels.
- Responsible for regular visits and communication with customers, maintain and further develop customer relationships, establish long-term and stable cooperative relations with customers, and assist customers in sinking local channels.
- Winning new business with a focus on selling a range of our wireline products
- Selling to or through partners and distributors, which may include channel sales support and channel development duties.
- Providing technical expertise throughout the sales process - requiring a detailed understanding of our Cased Hole, Open Hole and Perforating wireline products.
- Managing a complex sales processes requiring involvement of many stakeholders both at the client side and internally; Technical, economical, logistical and financial aspects are involved in creating a proposal
- Handling important clients for the WLS product line; managing medium-large sales.

Employment Status:

Contractual or Package Basis

Additional Requirements

Age 30 to 42 years

Educational Requirements:

A bachelor's degree in engineering, bachelor's degree or Diploma or a related field.

Requirements:

- 10-15 years' experience
- Strong background in technical sales
- Experience of working within an international company with a matrix organization.
- Proven track record of effectively establishing partnerships, initiating projects, and engaging in collaborative activities with international organizations to achieve corporate objectives

Job Location:

Dhaka

Salary

- 350K – 450K
- Other Allowances as per Company Policy

Useful links

- Website: www.biposervice.com
- Facebook: <https://www.facebook.com/bipobd>
- LinkedIn: <https://www.linkedin.com/company/bipo-svc/>

To apply for this role, please contact moktadir.hossain@biposervice.com