

Corporate Sales Team Lead in Ikeja

Job Title: Corporate Sales Team Lead

Department: Sales and Business Development

Reports to: Executive Management

Location: Ikeja, Lagos.

Job Summary:

The Corporate Sales Team Lead will be responsible for managing and driving the sales team to achieve revenue targets, building strong relationships with corporate clients, and developing strategies to promote the company's interior decoration products and services. This role requires leadership, strategic planning, and a hands-on approach to ensure business growth in the corporate sector.

Key Responsibilities:

1. Sales Strategy & Planning

- Develop and implement sales strategies to achieve corporate sales targets.
- Identify new business opportunities in the corporate sector.
- Analyze market trends and competitor activity to refine sales strategies.

2. Team Management & Leadership

- Lead, motivate, and manage a team of corporate sales executives.
- Provide coaching, guidance, and performance evaluation for team members.
- Set individual and team performance targets and monitor progress.

3. Client Relationship Management

- Build and maintain long-term relationships with corporate clients.
- Negotiate contracts and close deals with key clients.
- Handle client inquiries and ensure excellent customer

service.

4. Sales Operations & Reporting

- Track and analyze sales performance, providing reports to senior management.
- Ensure the team adheres to the company's sales processes and policies.
- Collaborate with the marketing team to develop promotional strategies.

5. Product Knowledge & Presentation

- Stay updated on the company's product offerings and services.
- Deliver presentations and proposals to potential clients.
- Offer solutions that meet the design and budget requirements of clients.

6. Collaboration & Coordination

- Work closely with the design, procurement, and project management teams to ensure client satisfaction.
- Coordinate with the marketing team for lead generation and brand promotion.

Qualifications and Skills:

- Bachelor's degree in Business Administration, Marketing, or a related field.
- 5+ years of experience in corporate sales, preferably in the interior decoration or related industry.
- Proven experience leading a sales team.
- Strong negotiation and relationship-building skills.
- Excellent communication and presentation skills.
- Goal-oriented and able to work under pressure.
- Proficiency in CRM software and Microsoft Office Suite.

Key Performance Indicators (KPIs):

- Sales target achievement
- Client acquisition and retention rate
- Team performance and growth
- Customer satisfaction score
- Revenue growth from new and existing clients

HOW TO APPLY

- Interested candidate should send their CVs to hr@globalclique.net
- Use the job title as the subject of the mail.
- Only shortlisted candidates will be contacted.