

## Head of Sales

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Company: bipi

Location: Bandung

Category: other-general

(Full Time) Head of Sales at bipi (United States) | BEAMSTART JobsHead of Salesbipi United States Date Posted29 Jun, 2023Work LocationBandung, Indonesia, United States Salary OfferedNot SpecifiedJob TypeFull TimeExperience Required6+ yearsRemote WorkNo Stock OptionsNo Vacancies1 availableWe serve 100+ resellers in Bandung and we are currently looking to scale up our operations in Bandung and 3 other cities in Indonesia in the coming months. We are looking for a leader with grassroots field expertise, structured problem solving skills, and strong leadership capability to spearhead growth for our teamHow will you contribute?Develop sales targets and strategy together with management teamIdentify and execute on acquisition channels to increase coverage of bipi sellers - eg field canvassing, recruiting events, partnershipsManage and train field agents on acquisition and engagement activitiesPrepare budgets and execute on hiring of new field agents to support increased salesEvaluate and manage performance of field agents on all field activitiesAnalyse sales trends to assess potential of each seller acquired (eg segmenting, informing projections)Execute on sales playbook to enable success of bipi sellers (e.g., ensure product education, sales enablement, communication of marketing initiatives)Work together with marketing team to prioritise and execute on initiatives targeting sales upliftPlan community building initiatives to improve retention and performance of bipi sellersWhat we are looking for?Indonesian based (Java island)Experience in FMCG sales, or in large distributor, in leadership position managing large field sales teamGo-getter attitude and ability to set ambitious sales KPIs and drive team to hit targetsAbility to think strategically about various sales channels and options, prioritise and refine approach to adapt to marketSome knowledge in

marketing campaigns would be favourable About bipi Bringing internet commerce to Indonesia's neighbourhood stores Company Size: 11 - 50 People Year Founded: 2021 Country: Indonesia Company Status: Actively Hiring Looking for Partners Looking for Clients Raising Funds Share This Job More Full Time Jobs Senior Software Engineer, Email Team San Mateo, CA Full Time \$160000 - \$180000 yearly Senior DevOps Engineer/SRE Seattle, WA Full Time \$140000 - \$200000 yearly Lead Data Scientist San Mateo, CA Full Time \$135000 - \$200000 yearly Senior Software Engineer Seattle, WA Full Time \$120000 - \$180000 yearly Product Designer Seattle, WA Full Time \$90000 - \$135000 yearly More Companies Hiring Karate Labs United States NimbleRx United States Respaid United States Automat (formerly lasso) United States Spruce Systems United States BEAMSTART brings you the latest news, databases, and jobs from all around the world on startups, technology, and business. Stay updated with industry news, plug-in to exciting community events, and discover incredible career opportunities with the world's most innovative companies. Discover Jobs Full Time Part Time Contract Internship Volunteer Companies Candidates Post a Job For Recruiters Our Company News Jobs Database About Us Download App More © Copyright 2023 BEAMSTART . All Rights Reserved.

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