

## TEAM LEADER (SALES) - POM BASED ROLE

Theodist Ltd. stands as Papua New Guinea's premier retailer and supplier, catering to businesses, educational institutions, government entities, and individual customers. As a company committed to excellence, we take pride in providing top-quality stationery, office products, survey equipment, computers, and more. Our dedication to integrity, teamwork, and customer satisfaction has positioned us as an industry leader.

We are seeking an experienced and organized Team Leader to join our team in Port Moresby. The successful candidate will play a crucial role in managing our account managers and ensuring the growth of our business within the client base. This role is essential in maintaining our commitment to delivering high-quality service and customer support.

### JOB OVERVIEW:

Reporting directly to the National Sales Manager, the Team Leader will be responsible for managing industry sectors through account managers, maintaining C-level relationships, and growing existing business.

### KEY RESPONSIBILITIES:

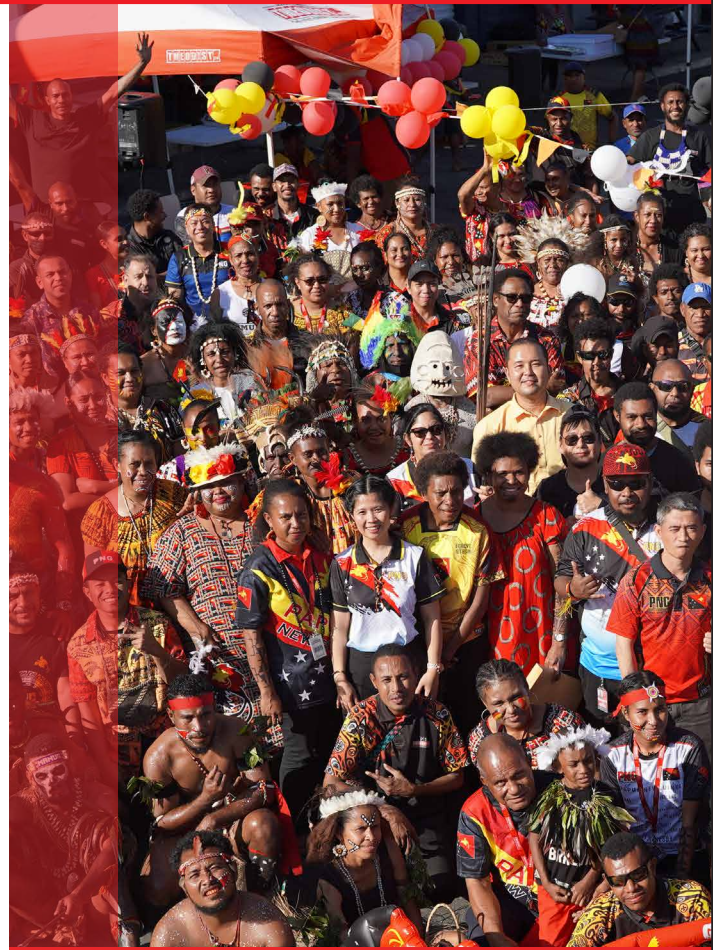
- Manage industry sectors through account managers.
- Maintain C-level relationships within existing customers.
- Grow existing business within the client base using the full portfolio of products, solutions, and services.
- Maintain knowledge of competitors to strategically position Theodist's products and services.
- Develop pursuit plans and manage the pipeline to ensure alignment with account managers.
- Establish a professional, consultative relationship with clients by understanding their unique business needs.
- Interface with internal and external industry experts to anticipate customer needs and facilitate solutions development.
- Build sales readiness and reduce client learning curve through effective knowledge transfer.

### QUALIFICATIONS AND SKILLS

- Knowledge of products, solutions, or service offerings and competitor's offerings.
- Ability to take a deal through the sales cycle, including closing.
- Private & Public Sector industry knowledge.
- University or Bachelor's degree preferred but not required.
- 3+ years of advanced sales experience.
- Knowledge of private and public sector industries.
- Strong communication and negotiation skills.

### PREFERRED ATTRIBUTES:

- Full driving license (preferably Class 3).
- Proven track record of delivering through a team.
- Proven corporate sales track record.
- Good networking skills.
- PC literate.



## How to Apply

If you're a passionate individual who shares our values and wants to make a difference at Theodist Ltd., we'd love to hear from you!

To apply for an open position, please fill out the application form by providing the following information:

- First Name
- Surname
- Email
- Phone
- Position(s) you are applying for (select from the drop-down menu)
- Cover letter & Resume (upload file)

**Deadline: The closing date for applications is Friday, December 13th, 2024.**

Theodist Ltd. is an equal opportunity employer, and we welcome applications from candidates of all backgrounds and experiences.



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www.theodist.com