



Vacancy Number:	
Post Title:	Head of Sales Department- AFTEL
Organization:	Afghan Telecom
Location:	Head Quarter
Duration:	10 Months
No. of Post:	One
Sex:	Male/female
Nationality	Any
Salary:	Matching with Experience
Announcing Date:	14 December ,2008
Closing Date:	25 December, 2008
Submission Email:	<a href="mailto:hr@afghantelecom.af">hr@afghantelecom.af</a>
Background:	Afghan Telecom Corporation is the only basic telecom service provider in Afghanistan. It aims to provide superior connectivity solutions to the people of Afghanistan. Promoted by the Ministry of Communications, Afghan Telecom provides affordable Wireless and Digital Fixed Line services.
Job Summary:	<ol style="list-style-type: none"> <li>1. Oversee the implementation of Afghan Telecom Sales strategy, including the development of a launch strategy for new services.</li> <li>2. Plan and roll out annual and quarterly revenue goals.</li> <li>3. Monitor progress Oversee the implementation of Afghan Telecom Sales strategy, including the development. Of launch strategy for new services.</li> <li>4. Plan and roll out annual and quarterly revenue goals.</li> <li>5. Monitor progress against goals and objectives of the marketing strategy, taking remedial actions where appropriate.</li> <li>6. Manage and maintain the overall Sales budget.</li> <li>7. Select and contract Dealer Agencies.</li> <li>8. Facilitate the development of marketing team to enable them to achieve company goals and objectives and targets.</li> <li>9. Create a structured, efficient and accountable environment for Sales activities.</li> <li>10. Develop and implement effective product management activities.</li> <li>11. Oversee the work of all Sales contractors.</li> <li>12. Partner with other public and private sector entities to identify and quantify Sales opportunities for growth.</li> </ol>
Qualification	<p><b><u>Essential</u></b></p> <ul style="list-style-type: none"> <li>• College degree with At least 5 years of Sales and Telecom Experience</li> <li>• Using own initiative and working with minimum</li> </ul>

supervision.

- Fluent in English

**Desired:**

- Excellent organizational, planning and management skills.
- Excellent communication and problem solving skills.
- Strong leadership and consensus building skills.
- Strong presentation and meeting facilitation skills.
- Team Player.
- Computer skills.
- Analytical and problem solving skills.

**Submission Guideline:**

CVs to be sent to the corporate Head Quarters of Afghan Telecom Kabul or to any Zonal Head Quarter in Afghanistan (Addressees given here)

*Afghan Telecom corporate office*  
4<sup>th</sup> Floor Post Parcel Building  
Mohammad Jan Khan Watt, Kabul  
Afghanistan.  
Tel: 0202103726  
Email: [hr@afghantelecom.af](mailto:hr@afghantelecom.af)

Or Afghan Telecom zonal Head Quarter of

**KABUL**  
*Afghan Telecom*  
3<sup>rd</sup> Floor PTT Building Kabul Regional  
Office Pashtonistan Watt, Kabul  
Afghanistan  
Tel: 0202102650  
E.meil:[ahmad.sear@afghantelecom.af](mailto:ahmad.sear@afghantelecom.af)

Or Afghan Telecom zonal Head Quarter of

**KUNDUZ**  
Add: 2<sup>nd</sup> District  
Walayat Avenue  
Ministry of Communication Building  
Telephone Number: 0093 (75) 550-2669

Or Afghan Telecom zonal Head Quarter of

**JALALABAD**  
Add: 1<sup>st</sup> Floor Ministry of Communication  
Building  
Telephone Number: 0093 (75) 200-2004

Or Afghan Telecom zonal Head Quarter of

**HERAAT**  
Add: 1<sup>st</sup> Floor Ministry of Communication  
Building  
Telephone Number: 0093 (040) 220-123

Or Afghan Telecom zonal Head Quarter of

**KANDAHAR**  
Add: 2<sup>nd</sup> Floor Ministry of Communication  
Building  
Telephone Number: 0093 (030) 3002125

Or Afghan Telecom zonal Head Quarter of

**MAZAR-E-SHARIF**  
Add: 1<sup>st</sup> Floor Ministry of Communication  
Building  
Telephone Number: 0093 (050) 5011200

**IMPORTANT NOTES**

1. *Applications will be reviewed thoroughly and only those candidates will be contacted for interviews whose qualifications meet the requirement of the job.*
2. *Short listed candidates are normally contacted within a week after the deadline for applications.*
3. *Applicants should have at least two references of the supervisors/coworkers, with whom they have worked.*
4. *All documents/Certificates should be attached with the CV.*
5. *Afghan Telecom is an equal opportunity employer and applications are reviewed based on merits and without regard to applicants race, ethnicity, beliefs, age, gender, marital status and physical or mental disability.*