

# Argentina Jobs Expertini®

## Branch Director for E-learning

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Company: Pacifica Continental

Location: Buenos Aires

Category: other-general

**Job Overview** From Pacifica Continental we are looking for the next Branch Director. It will effectively lead and manages the branch, performing organizational and supervisory functions. Additionally, they serve as the face of the company to local clients, building trust and facilitating face-to-face interactions, especially with key VIP clients. They are also responsible for branch operations and may engage in sales and relationship management activities as needed. **Main Responsibilities** Provide overall leadership to the Branch and perform related regulatory and supervisory functions. Plan activities of salespeople (Analyst Consultants and Client Managers/Relationship Managers) and operate the Branch in accordance with the business objectives of the company. Directly interact with high value/VIP clients, as required by the initial/secondary sales processes. Oversee staff performance. Implement the client retention processes. Analyze branch effectiveness on an ongoing basis. Take measurements to benchmark branch performance. Constantly measure performance against established KPIs and adjust as necessary to ensure KPIs are fully met. Prepare and maintain corporate reporting documentation concerning Branch activity. Responsible for initial and continuing education of the workforce to always ensure a highly qualified staff. Provide constant feedback to employees concerning their performance including formal quarterly reviews. **Requirements:** Minimum of 2 years sales experience in a Educational Services organization Experience of finance and trading is a plus. Experience in people management. Fluent English and Spanish Knowledge of Chart Technical Analysis tools and fundamental Analysis experience Confidence and experience in public speaking Strong business negotiation, presentation, and persuasion skills. Experience with CRM systems (SalesForce

preferably) Experienced user of MS Office and Google Suite. Benefits: Monthly bonuses based on performance. 21 working days annual leave Corporate events and team building activities. Professional and personal development opportunities in a fast-growing environment Swiss Medical Powered by JazzHR

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Generated on: 2024-05-03 by Expertini.Com