

United Arab Emirates Jobs Expertini®

Area Sales Manager -Southern Africa

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Company: Rain Bird Corporation

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Responsibilities

Establishing a robust, high-performing Distribution Network in Southern Africa.

Growing Rain Bird Landscape & Ag product sales ahead of market growth.

Evaluating market potential and providing recommendations on pricing promotions and product introductions and provide strategic planning recommendations and execution.

Focusing on achieving tangible outcomes that provide meaningful business growth results and market share gain.

Growing brand awareness and market presence.

Building and maintaining strong relationships with Key Decision Makers, Influencers, and Specifiers.

Identifying and developing new business opportunities for Rain Bird landscape & Ag products.

This position will require extensive international travel (70-75%).

Business-to-business sales experience in the Landscape and agricultural, industrial products, or similar industries will be a major advantage. The successful candidate must also have a demonstrated ability to build rapport, develop strong customer relationships, and have a proven record of delivering meaningful business growth results.

Qualifications

Minimum Qualifications:

8 years of successful product sales and/or specification experience. (Sales through projects and distribution channels).

BA or BS degree or similar qualification

Ability to communicate clearly and concisely in both verbal and written form,

Proactive, self-driven individual who achieves results both individually and through team leadership,

Strategic thinking, strong interpersonal skills, and the ability to deal effectively with people at all levels, from a wide range of business functions,

Willingness to accept new challenges and a strong desire to grow within the organization.

Experience in working within a multinational organization.

Fluency in English (verbal and written)

Proficiency with Microsoft Office, including Word, Excel, and PowerPoint.

Desired Qualifications:

MBA

Mechanical / Agriculture Engineering

Irrigation Industry experience within the Southern African Territory.

Address

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