

Area Sales Manager

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Company: Zareen Group

Location: United Arab Emirates

Category: other-general

The Role

We are looking for a dynamic and experienced Area Sales Manager to join our team in the Food Stuff industry. The ideal candidate will be responsible for leading a team of sales representatives, developing sales strategies, and driving business growth in the UAE market. Responsibilities: - Develop and implement strategic sales plans to achieve company goals and expand the customer base in the assigned area - Lead, mentor, and motivate a team of sales representatives to meet and exceed sales targets - Build and maintain strong relationships with existing and potential customers to ensure customer satisfaction and loyalty - Analyze sales data, market trends, and competitor activities to identify opportunities for growth and development - Conduct regular performance evaluations, provide feedback, and implement training programs to enhance the sales team's skills and productivity - Prepare and present regular sales reports, forecasts, and budgets to the senior management team - Stay updated with industry developments, best practices, and regulations to ensure compliance and competitiveness

Requirements

- Proven experience as an Area Sales Manager or similar role in the Food Stuff industry - Sales experience in Tea, Rice, and Vegetable Oil is a must - Demonstrated ability to lead and manage a high-performing sales team - In-depth understanding of sales principles, methods, and techniques - Excellent communication, negotiation, and interpersonal skills - Strong analytical and problem-solving abilities with a focus on driving results - Bachelor's degree in

business administration, marketing, or a related field; Master's degree is a plus - Proficiency in CRM software, MS Office, and sales management tools - Ability to thrive in a fast-paced and target-driven environment - Fluency in English; knowledge of Arabic is a plus - Valid UAE driving license and willingness to travel within the assigned area

About the company

Zareen started its journey back in 1955 as a mere trading company, focusing only on the tea market in the Middle East. Today, the company became a massive group operating in 7 different industries including FMCG, Metal, Pharmaceutical, Heavy Machinery, Construction, Petrochemical, and Financial Services across 5 different continents. During past +60 years and with a help of a dynamic management team, Zareen Group has strategically positioned itself to achieve sustainable growth and competitive advantage by recognizing synergy and leverage it toward its vision. The Group +60 years business experience from Asian Pacific to North America, plus its strong network and banking capabilities, gave it the ability to spot the opportunity and synergy across the globe and leverage it toward its advancement. Creativity, teamwork, discipline, professionalism, and thoughtful execution that are consumer-centric driven is encouraged at Zareen Group in order to guarantee its growth across its different timelines.

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