

United Arab Emirates Jobs Expertini®

BDE Sales Manager

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Company: Quanterra Group

Location: dubai

Category: other-general

We are one of the leading metalwork companies in the area, having been involved in many high-profile projects in the UAE. We provide structural and architectural metalwork, mostly in steel, stainless steel, and aluminum. We are seeking a dynamic and experienced sales manager to join our team. The ideal candidate will have a minimum of 5 years of relevant experience in the steel structure fabrication and construction industry, with a focus on the UAE market.

Job Responsibilities

- Understanding of Steel Structure Fabrication/ Construction
- Achieve growth and hit sales targets by successfully managing the sales team
- Design and implement a strategic business plan that expands company's customer base and ensure its strong presence
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Identify emerging markets and market shifts while being fully aware of new products and competition status.

Job Requirements

- Bachelor degree in any relevant major.
- 5 years' experience in sales (Steel Structure / Construction / Building Materials) is a must.
- Must be currently residing in UAE
- Must have UAE experience
- Good MS Office skills.
- Negotiation & Motivation skills.
- Excellent command of the English language.

Remote Work :No

#J-18808-Ljbffr

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