

United Arab Emirates Jobs Expertini®

Commercial Manager/Director – Leading Global Media

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Company: HR Source

Location: , Dubai, United Arab Emirates

Category: sales-and-related

This excellent, challenging and a progressive career opportunity that will see the successful candidate lead and develop a brand division/unit within the organization. You will have excellent business acumen and a string overview of the market and domain. To succeed in this role you must be have:

Responsibilities

- Strong sales focus and a proven track record of sales
- Be able to build and develop key account relationships
- Drive New business sales throughout the region
- Manage existing clients at a senior level
- Work closely with stakeholders and internal managers
- Develop, deliver and pioneer sales and marketing campaigns for the division

The role will report into the regional head and offer the opportunity of fast track directorship for the successful candidate.

Skills & Experience

- You will have a proven track record in sales and management
- Have an understanding on the industry, Media, Events, Exhibitions and conferences.
- Possess regional market experience (ideally).
- Strong customer relationships with Enterprise sized clients, Fortune 500 companies or leading regional market players.

About The Company HR Source Consulting is a premier Human Resources Consultancy that provide clients across the Middle East and North Africa (MENA) with expert human resources planning and solutions. By inference, we have the expertise to attract high calibre candidates that fill specialist roles in the key industry sectors with focus in:

- IT (Information Technology)
- Media & Communications
- FMCG and many others

We deliver to a multitude of client organisations across the MENA region from leading multi-nationals (MNC's) to SMEs and boutique businesses. We are your 'Regional HR partner with Global Reach'. We adopt tailor made services and solutions to ensure that our clients need is fully met .We provide a multi-step consultancy approach to sourcing the ideal

candidate, to ensure that your requirement is fully fulfilled and delivered to. Furthermore we offer tailor made HR Services and Solutions in the additional following areas:• Permanent Recruitment Solutions• Interim & Contract Recruitment Solutions• Managed Services• Salary Surveys• Outplacement Services• Relocation and Company setup adviceIn short, HR Source Consulting is dedicated to delivering human resources solutions at every level (from Junior, Mid to Senior and C-Level Executives). This includes successful placements for every type and size of client organisation by sourcing candidates at all levels of seniority. We like to go the extra mile and serve our clients every need of HR and provide additional solutions and services from salary surveys, market intelligence, outplacements services and relocation and company set up advice.

#J-18808-Ljbffr

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