

Food and beverage sales manager Jobs In Sharjah | Business Umbrella

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Company: Business Umbrella

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We are looking for an experienced FMCG Sales Manager to lead our sales team and drive revenue growth. The ideal candidate will have a deep understanding of the FMCG industry, strong leadership skills, and a proven track record of achieving sales targets. The FMCG Sales Manager will be responsible for developing and implementing sales strategies, managing key accounts, and leading a team of sales representatives.

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ResponsibilitiesSales Strategy: Develop and implement effective sales strategies to achieve company sales targets and objectives in the FMCG sector.

Team Leadership: Lead and motivate a team of sales representatives, providing guidance, coaching, and support to ensure they meet and exceed their individual and team targets.

Key Account Management: Build and maintain strong relationships with key accounts, negotiating contracts and agreements, and ensuring customer satisfaction.

Market Analysis: Stay updated on market trends, consumer preferences, and competitor activities to identify opportunities and threats in the FMCG industry.

Sales Forecasting: Develop accurate sales forecasts and budgets, monitor performance against targets, and take corrective actions when necessary.[Apply Also](#)Trade Marketing

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RequirementBachelor's degree in Business, Marketing, or a related field (Master's degree preferred).

Proven experience as an FMCG Sales Manager or in a similar role within the consumer goods industry.

Strong leadership and team management skills.

Excellent negotiation and communication abilities.

Analytical and strategic thinking with a focus on results.

Familiarity with FMCG market dynamics and trends.

Ability to travel as needed. [Apply Also World Security Jobs in Dubai 2023 || Open Jobs Vacancies || 100% Free Hiring Now](#)

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