

United Arab Emirates Jobs Expertini®

Golf Area Manager – Middle East Region

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Company: Rain Bird Corporation

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Responsibilities

Building and maintaining strong relationships with key decision makers, influencers, and specifiers.

Profitably grow Rain Bird Golf Sales and Market Share in the Middle East.

Develop, execute, and manage distribution strategy in the market.

Identify and meet with key market stakeholders, such as: investors, developers, golf course management companies, distributors, contractors, golf course architects/designers, golf course superintendents, specifiers, and consultants.

Recommend and implement differentiating sales strategies, programs, and promotions.

Visit golf courses for sales and specification purposes and to identify future business opportunities.

Manage the project sales efforts and leverage all necessary resources across Rain Bird International.

Participate in, and develop strategic industry events, fly-ins, tradeshow, and regional events.

Provide support to golf customers by developing a thorough understanding of their businesses and the industry, identifying their needs and Rain Bird products, services or systems that

meet those needs.

Evaluate local market and provide recommendations on pricing promotions, product introductions, and provide strategic planning recommendations for the market.

This position requires intensive traveling internally and international of about 50% of the person's time.

Qualifications

BA or BS degree or similar qualification.

Over 7 years' successful product sales and/or specification experience. (Sales through projects and distribution channels).

Demonstrated ability to drive significant sales and market share growth.

Aptitude for quantitative analysis, strategic and tactical thinking, and detailed planning.

Proven track record and demonstrated progression of responsibilities including management experience.

Self-motivated, results oriented candidate with independent decision-making capabilities.

Experience in selling projects involving different stakeholders. Proven ability to network with group of influencers.

Strong interpersonal, influencing and leadership skills.

Ability to deal with people at all levels, from a wide range of business functions.

Desire to grow within the organization, and willingness to accept new responsibilities.

Experience in working within a multinational organization.

Excellent verbal and written communications skills in English.

Willingness to work unsupervised from a home-based office.

Desired Qualifications:

Verbal and written skills in Arabic.

10 years successful specification and sales in irrigation, or in the golf industry.

B2B sales experience in the Golf Industry or affiliated industries will be a major advantage.

Address

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