

Head of Sales Jobs In Dubai | Michael Page

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This global household name is the largest company in their respective segment and have a portfolio of iconic brands with bundles of potential for growth in the region.

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Responsibilities Define, defend and execute a bullet-proof, sophisticated, detailed, phased commercial strategy for business growth across markets, channels and categories.

Identify areas of growth through business/channel development

Reach triple-digit growth in key markets in first 3 years with your team.

Reach operational profitability targets and accordingly, manage country P&Ls and cash flows. [Apply Also HR Advisor Jobs in Dubai | Serco Careers](#)

Requirement 15+ years of sales experience within FMCG with at least 5 years spent in Middle Eastern markets.

Proven track-record in successful product launches and rapid growth of international brands in retail and food service in the region.

Proven Sales leadership.

Well-connected with distributors, retailers, ideally with large food service players, and relevant government entities. [Apply Also Practice Manager Jobs In Sharjah | The Vet Office](#)

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