

# United Arab Emirates Jobs Expertini®

## Head of Sales & Marketing

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Company: Lobo Management Services

Location: united arab emirates

Category: other-general

Head of Sales & Marketing (Property Developer) Our client is embarking on an exciting venture in the luxury villa segment in Dubai. Backed by a prominent foreign group with a successful track record in varied businesses, they are now expanding into the luxury real estate market, offering a unique opportunity for individuals passionate about sales and marketing in the property development/real estate industry. Designated as the Head of Sales and Marketing, you will be a key strategic leader responsible for driving revenue growth and shaping the overall business strategy. This role entails working closely with the executive team to provide accurate sales forecasts and projections, leading and motivating the sales team, and developing innovative sales strategies to distinguish the company in a competitive market. The ideal candidate should possess a Bachelor's degree in Marketing/Business Administration, and must demonstrate a successful track record in senior sales and marketing roles within the real estate sector, preferably with experience in luxury property markets. Strong leadership capabilities are essential, along with exceptional communication, negotiation, and interpersonal skills that prioritize customer satisfaction. The candidate should exhibit proficient analytical and strategic thinking abilities, staying updated with market trends and identifying new business opportunities. Effective budget management skills and a comprehensive understanding of Dubai's real estate market dynamics and regulations are highly advantageous. The ability to thrive in a fast-paced, dynamic environment, with a proactive mindset is crucial for this role.

#J-18808-Ljbffr

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