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Head of Vertical Sales – Automotive & Technology | A.P. Moller – Maersk Dubai

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Company: A.P. Moller - Maersk

Location: Dubai

Category: other-general

Head of Vertical Sales – Automotive & Technology | A.P. Moller – Maersk Dubai

A.P. Moller – Maersk is an integrated transport and logistics company; going all the way, together, for our customers and society. ALL THE WAY is our commitment to connect the world so that everyone has both the possibility and the ability to trade, grow and thrive. The company employs roughly 110.000 employees across operations in 130 countries. Responsible for the commercial/selling activities related to the vertical industry or segment assigned under supervision. Reporting to the Head of Sales, the vertical Sales Manager needs to ensure the accomplishment of the sales targets and drive the vertical or segment sales expertise to optimize team results.

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Responsible for:

Delivery as per Area budget

Lead and set direction for the sales team according to budget – both on delivering ocean volume and growing revenue and optimizing profits.

Coach and drive sales team to sell and grow non ocean activities including supply chain and local products.

Define and set sales targets for sales incentives together with Sales FBP.

Customer Satisfaction

Actively monitor local NPS with the vertical/segment and drive local improvement to improve customer satisfaction.

Manage Stakeholders Across The Area, Region And Global Functions

Actively provide feedback to the vertical or segment lead based on customer feedback and insights.

Feed Business Development managers with relevant leads.

Build and develop a best in class sales team

Ensure succession plans are in place for key roles including own role.

Coach direct reports for success and development

Manage team engagement

Develop vertical/segment sales skills

Accountable for:

Volume

Revenue

Customer and industry insights to drive product development.

Engagement and people development

Sales Productivity

Consulted About:

Area talent development

Market and competitor insights

KCM talent pipeline

Industry insight

Key Interdependencies:

Internal Stakeholders:

Sales FBP

Customer Service

Regional Ocean Team

Global Supply Chain Management

Local Products

External Stakeholders:

Local Shipping and Logistics Institutions

Customers

Critical Competencies:

Vertical/Segment Expertise

Strategic Thinking

Leadership

Commercial Skills

Team Development

Sales

Negotiation

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