

Head of Visual Display Sales

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Company: SAMSUNG

Location: Dubai

Category: healthcare-practitioners-and-technical

Position Summary

Management of decision to strengthen the capabilities SGE VD Sales team (All markets) distributor and channel, this will happen by development and execution of SGE sales strategy and the expectation of growth in 2024

Establish strong relationship with SGE partners

Building the capability of OR and Traders

Enhancing Sell out /Sell thru operation

Establish strong relationship with SGE partners

Building the capability of IR/OR/Estore /Online and Traders

Enhancing Sell out /Sell thru operation

Role and Responsibilities

Plan and execute sales with Key accounts (Distributes, OR, IR, estore, Online, resellers, Trade)

Spearhead efforts to achieve weekly, monthly, quarterly and annual market share & sales targets

Facilitate decision making by senior management on sales & service strategies to meet demands of accounts by providing market inputs and recommendations associated with channel experience and end customer feedback

Build strong long term relationships with key accounts, at all levels

Identify requirements and work towards finding a solution to remove any barriers to sales

Maintain healthy level of inventory to support sales delivery as per business plan

Inform potential clients about company's new products and price development details on regular basis

Manage and implement situational pricing in respective countries, and maintain pricing harmony among online channels

Work closely with local teams in successful launch of new products & solutions and implement campaigns in the region

Weekly planning of stock allocation by account

Skills and Qualifications

Minimum 11 to 15 years of experience within a consumer electronics environment with reputed companies

A track record of success within the UAE&GCC markets

Ability to perform and work under high pressure and be a strong team leader and team player, essential to drive the business forward

Willingness to succeed in a sell in/ sellout drive business with attention to detail with attention to organisation skills

Extensive sales thinking, demonstrable sales focus, pro-active and proven sales track record.

Self-starter being able to work under no to minimum supervision.

Excellent quantitative aptitude, commercial acumen, good persuasion skills, negotiation skills and assertive nature.

Good PC skills- Excel, PowerPoint.

Highly objective oriented, catch company's objective easily in different situation and takes ownership and accountability for the region.

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