

Heavy Machines Sales Manager Jobs In Dubai | NEFC Group

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Company: NEFC Group

Location: dubai

Category: other-general

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Overseeing heavy machines and equipment sales operations, including managing supplier coordination, local sales teams and customer relations, whilst at the same time actively overseeing and managing the growth of the heavy machines and equipment customer base by strategically driving business development efforts to secure new customers and increase sales.

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Responsibilities

Develop and implement a comprehensive strategic plan for the group's heavy machines and equipment sales and operations, aligned with the overall organizational goals and objectives;

Identify opportunities for business growth, market expansion, and operational improvements within the heavy machines and equipment division; and

Conduct regular market research and analysis to stay informed about industry trends, customer demands, and competitor activities.

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Requirement

Develop and execute effective sales and operations strategies;

Identify and develop target customer segments, and sales channels to maximize revenue generation;

Establish and maintain strong relationships with key customers, dealers, and industry partners to drive sales growth;

Effectively manage sales teams including developing and monitoring KPIs;

Monitor sales performance, analyse market trends, and make recommendations for sales optimization and revenue enhancement;

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