

United Arab Emirates Jobs Expertini®

Job Posting: Indirect Sales Manager

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Company: Samba Digital

Location: dubai

Category: other-general

Location: Home office, Native English Contract Type: Full-time, Freelance Reporting To:

CEO About Us: Samba Digital is a sports digital marketing agency with a proven track record and a global footprint. We specialize in managing localized content, PR and

communications, and commercial practices to engage new audiences across a wide range of sports, including football, rugby, tennis, and many more. Listed on Euronext, we are a growth-focused company, and we're looking for people who can contribute to our mission of scaling our operations. We expect operational excellence, discipline, and agility in our team members as we navigate the challenges of being a public company. Job Overview: We are

seeking an experienced Indirect Sales Manager to join our growing team. The ideal candidate will have at least 3 years of experience establishing and managing indirect sales

channels in the digital sector. Key Responsibilities: Develop our indirect sales network focusing on existing partnerships in Saudi Arabia and Dubai. Implement new distribution

channels to extend our market reach. Commercialize our services: digital production, creative studio, paid media and media planning, data and analytics, and platforms. Identify and

negotiate partnerships with key stakeholders to facilitate indirect sales. Monitor and analyze performance metrics to evaluate the effectiveness of the sales strategy. Develop and

manage budgets for indirect sales activities. Collaborate with marketing and product teams to align efforts and maximize sales opportunities. Conduct market research to identify new

business opportunities and customer needs. Find new monetization opportunities for Samba and its clients. Qualifications: Minimum of a Bachelor's degree or equivalent At least 3 years of

experience in a similar role Technical know-how of digital tools Experience building strong,

senior-level client relationships
Passion for sports, with extensive industry knowledge within the region
Previous experience working across different countries, cultures, and time zones
Commission on each sale
Quarterly performance bonus
Ongoing training and professional development
Hardware and software tools provided
How to Apply: Interested candidates should send their CV and cover letter to contact@sambadigital.com.

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