

Macro Distributor Account Manager – CAS Jobs in Dubai | Shell

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Company: Shell

Location: Dubai

Category: sales-and-related

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1- Macro Distributor Account Manager – CAS

Job: Full Time

Location: Dubai, UAE

Description:

You will be responsible to develop business and growth plan of your business under the leadership of Regional Sales Manager and with the help of the team of Marketing, ICE, Pricing, Technical, LSC & Customer Ops etc.”

Job Responsibilities:

Achieve/exceed KPIs: HSSE, volume, net revenue/C3, channel/product category specific growth, and sales excellence

Develop, execute, and align strategic plans to grow customer base, distribution and market share in assigned geography

Drive the agenda of Sales & Indirect Channel Excellence with own as well as partner's organization

Aggressively grow premium grades share in B2B & B2C – CAS market.

Engage direct, cross functional teams and external partners to achieve KPIs in respective countries.

Job Requirements:

Graduate in Engineering, business, sales, marketing, or equivalent experience
Russian Language proficiency is a required skill to be successful in Central Asia cluster
Proven experience in Lubricant sales roles and a track record of managing Distributors & Indirect Channel, having a regional experience in CAS will be an added advantage
Strong stakeholders management skills.
Strong negotiation skills

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