

## Outside Sales Manager

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Company: Jobot

Location: Dubai

Category: sales-and-related

**Responsibilities** Develop and implement a strategic sales plan to achieve sales targets and expand our customer base. Build and maintain strong, long-lasting customer relationships by partnering with them and understanding their needs. Attend industry-specific trade shows to network, develop leads, and increase brand awareness. Provide superior customer service throughout and after the sales process, ensuring customer satisfaction and loyalty.

Understand supply and demand dynamics within the sporting goods industry and adjust sales strategies accordingly. Prepare and deliver sales reports, forecasts, and performance metrics to senior management. Coordinate with internal teams to ensure timely delivery of products and resolve any issues that may arise. Continually assess our marketing techniques and their efficacy in affecting sales. Stay up-to-date on current market trends and competitor strategies. **Qualifications** Proven work experience of 3+ years in a sales management role, preferably in the sporting goods industry. Demonstrable experience in managing the complete sales process, from prospecting to closing deals. Experience in a client-facing environment, with a track record of developing and maintaining strong client relationships. Proficient in sales reporting and tracking, with a proven ability to meet or exceed sales quotas. Strong understanding of the sporting goods industry, including supply and demand dynamics. Excellent communication, negotiation, and interpersonal skills. Ability to travel for trade shows and client meetings. Proficient in MS Office Suite and CRM software. Bachelor's degree in Business Administration, Marketing, or related field is preferred.

#J-18808-Ljbffr

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