

PPE Sales Manager

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Company: Quest Search & Selection

Location: Dubai

Category: other-general

The Role

We are seeking a talented B2B Sales Manager for our client in Dubai, with the flexibility to work remotely. • The ideal candidate will have a solid background in the Personal Protective Equipment (PPE) industry and a proven track record in B2B sales. • Responsibilities include driving business growth, cultivating client relationships, and meeting sales targets. If you have the expertise and experience required, apply now to join our dynamic team!

Requirements

The ideal candidate profile for the B2B Sales Manager position in the Personal Protective Equipment (PPE) industry would include: • Proven experience: Demonstrated success in B2B sales, preferably within the PPE industry, with a track record of meeting or exceeding sales targets • Industry knowledge: In-depth understanding of the PPE market, including knowledge of industry trends, competitors, and customer needs. • Relationship building skills: Strong interpersonal skills with the ability to build and maintain relationships with clients, distributors, and stakeholders. • Sales acumen: Excellent negotiation, communication, and presentation skills, with the ability to effectively pitch products and close deals. • Results-oriented: Self-motivated and driven to achieve sales goals, with a proactive approach to identifying and pursuing new business opportunities. • Adaptability: Ability to work independently and remotely, with flexibility to adapt to changing market conditions and customer requirements. • Problem-solving skills: Strong problem-solving abilities, with the capacity to address customer concerns and overcome objections to drive sales. •

Bachelor's degree: Preferably in Business Administration, Marketing, or a related field, although relevant experience may be considered in lieu of formal education. • Location: While the candidate can work remotely, proximity to Dubai or the ability to travel to the region for business meetings may be advantageous. • Overall, the ideal candidate should be a results-driven sales professional with a passion for the PPE industry, strong business acumen, and the ability to thrive in a remote work environment.

About the company

Quest Search & Selection is a specialist recruitment consultancy with over 20 years' experience in sourcing the world's best candidates for the global Retail, FMCG and Hospitality sectors. With offices in the UK & Dubai, we have an international presence and a global reach. Our recruiters place candidates locally and internationally for a wide variety of roles focusing on the following areas: Retail Buying & Merchandising, E-commerce & Digital, Food & Beverage, Hotels, Hospitality & Operations, Retail Stores & Operations, HR & Recruitment, Procurement, Supply Chain & Logistics, Sales & Marketing, Technical and New Product Development. We work in partnership with our clients who range from famous international brands within the Retail, Restaurant, Hotel and Consumer products space. Our reputation is built on our in-depth understanding of the industry and our consultants' skill, knowledge and passion for their sectors.

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