

Project Sales Manager

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Company: TASC Outsourcing

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Job Description :

Our client is a leading **Adhesive Manufacturer**. They are now looking for **Project Sales Manager** to join them.

Roles & Responsibilities:

Identifying Sales Opportunities: Proactively identify potential sales opportunities within the construction project market, including new developments, renovations, and infrastructure projects.

Project Mapping and Prioritization: Conduct thorough research and analysis to map out projects within the assigned territory, prioritize based on potential revenue, and develop a strategic approach for engagement.

Engaging with Architects and Consultants: Build and maintain relationships with architects, consultants, contractors, and other key decision-makers involved in construction projects to understand their needs and influence product specifications.

Product Specification and Consultation: Educate architects, consultants, and project stakeholders about the features, benefits, and applications of our products, and ensure our products are specified in project plans and specifications.

Project Visits and Presentations: Conduct site visits to construction projects, deliver product presentations, and participate in project meetings to promote our products,

address technical inquiries, and provide solutions tailored to project requirements

Qualifications:

6 Years of relevant experience

Graduate/Post Graduate

Preference:

Proficiency in multiple languages (Arabic, English).

Valid drivers licence [LMV].

Sales and Negotiation Skills.

Communication Skills.

Relationship Building.

Benefits:

Employment Visa

Medical Insurance

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