

United Arab Emirates Jobs Expertini®

Regional Sales Manager

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Company: Restore Talent Solutions

Location: dubai

Category: other-general

The job posting is outdated and position may be filled. This position will be directly reporting to the Sales Director. This role is accountable for achieving the regional sales and profitability goals while responsible for the customer satisfaction and market share and growth within the designated regional geography in KSA, Levant and North Africa market development. Achieve the wholesale, retail target and market share target in time. Monitor dealer operation performance index which suggested in business policy including but not limited as CSI, SSI, Test-driving, and manage dealers to take improvement actions if necessary. Responsible for dealer retail volume, target achievement, Market share in area and customer satisfaction in area. Monitor the dealer network development plan to ensure the achievement of Sales target. Order taking and L/C follow-ups to ensure the accounts receivable payment. Business plan for the next fiscal year and regular sales forecast for each model. Manage the training to the sales teams for sales skills, product information and brand history. Manage the training to the sales teams for sales skills, product information and brand history. Lead the dealer evaluation process with the participation of related departments, manage the process of annual dealer class evaluation process. Support dealers in daily operation, coordinate with other teams for quick response to dealers requirements. Improve salesman skills, ensure clear communication between headquarters and dealers sales team. Report market and competitors situation. Assist with new business development via prospecting, qualifying and establishing the distributorship in the assigned region as well as directs the selling activities within the region, inclusive of resource deployment and customer interactions according to corporate procedures and policies. Qatar &

Bahrain market daily monitoring and communication
Other tasks required by management
Requirements
A minimum of 10 years sales experience in an OEM automobile regional office as a Regional Sales Manager
Bachelors degree or above in related disciplines
Good communication and written and spoken English & Arabic skills required.
Good knowledge of computer skill (MS Office, SAP,OA)
Planning and Analytical skills
Fluency in Arabic and English is an advantage
This position will be based in Dubai, intensive travelling would be required.
A minimum of 10 years sales experience in an OEM automobile regional office as a Regional Sales Manager
Bachelor's degree or above in related disciplines
Good communication and written and spoken English & Arabic skills required. Good knowledge of computer skill (MS Office, SAP,OA)
Good communication skills
Planning and Analytical skills
Team working skills
Fluency in Arabic and English is an advantage
This position will be based in Dubai, intensive travelling would be required. Disclaimer: Drjobs.ae is only a platform that connects job seekers and employers. Applicants are advised to conduct their own independent research into the credentials of the prospective employer. We always make certain that our clients do not endorse any request for money payments, thus we advise against sharing any personal or bank-related information with any third party. If you suspect fraud or malpractice, please contact us via contact us page. Our goal is to make hiring as easy as possible. We find the right talent for every company, ensuring that each candidate finds a job they enjoy. Dr.Job FZ LLC provides 360-degree AI-powered recruiting and job search solutions. If you are looking for a job and haven't found your chance yet, you can upload your profile on our website and find thousands of opportunities globally! Our platform gives you the flexibility you need to thrive in today's market by allowing you to apply for all different kinds of jobs, whether they are full- or part-time, remote or on-site.

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