

# United Arab Emirates Jobs Expertini®

## Regional Sales Manager - Middle East

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Company: Safe Fleet

Location: Dubai

Category: healthcare-practitioners-and-technical

### About The Position

#### Meet the Smart Safety Company

At Safe Fleet our name says it all – we are redefining what Fleet Safety means with one-stop access to customized, integrated, and intelligent solutions that answer today's safety needs and anticipate tomorrow's challenges. By making fleets smarter, we make them safer.

We've worked to build an integrated safety platform for fleet vehicles of every type – School Bus, Transit, Fire, EMS, Law Enforcement, Work Truck, Truck & Trailer, Waste & Recycling, Industrial, and Military.

We're driving safety forward in everything we do and we're looking for innovative, enthusiastic self-starters to join us.

#### ESSENTIAL DUTIES AND RESPONSIBILITIES:

Safe Fleet sales in Middle East and Europe

Develop business strategy for the regions covered

Achieve agreed upon sales targets and outcomes within schedule

Manage distribution channel including adding, removing channel partners and managing channel conflict to maximize sales and profitability.

Delight customers with exceptional sales and after-sales support.

Provide product support to the customers. Expedite the resolution of customer problems and complaints to maximize satisfaction

Assist with technical support by leveraging internal technical resources and building technical competencies around core products

Leverage 80/20 principles and tiering of customers to overserve partner customers and maximize profitability.

Perform product demos and training to drive sales

Develop strong relationship with OEMs to drive sales

Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.

Work with marketing to manage trade shows in the regions

To perform the job successfully, an individual should demonstrate the following competencies:

5+ years of sales experience in Middle East

Firefighting industry experience preferred.

4-year technical degree preferred

MBA preferred.

**EXPECTATIONS:**

10% YOY sales growth target

Increase OEMs sales. 10% YOY target for existing OEM business

Develop 2-3 new OEM business annually with revenues to be at least \$50K

New product ideas to drive long term future growth

**LANGUAGE SKILLS:**

Ability to effectively present information in one-on-one and small group situations to customers, clients, and other employees of the organization in person, on the phone, and in writing

Arabic speaking preferred, German or French speaking preferred

**COMPUTER SKILLS:**

Internet based software

Order processing software

MS Office

**PHYSICAL DEMANDS:**

The employee must have adequate hearing and visual acuity. The position requires being seated a good portion of the day. Employee may occasionally lift and/or move up to 45 pounds. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

**PPE REQUIREMENTS:**

In compliance with OSHA standards, it has been determined that Safety glasses and footwear are required on the plant floor

**WORK ENVIRONMENT:**

The noise level in the work environment is usually moderate

Working environment is in an air-conditioned cubical with occasionally physically going into an unheated/air- conditioned manufacturing/warehouse setting where the employee may be exposed to dust, odors, oils, cleaning solvents, lubricants, or noise

Up to 10% travel may be required

**WORK HOURS:**

Expected to work 40+ hours weekly

Typical office hours are worked between 7am-6pm Monday thru Friday

Work hour requirements could vary with business with business needs

\*Safe Fleet does not discriminate in hiring or employment on the basis of race, color, religion, gender, marital status, national origin, sexual orientation, age, disability, ancestry veteran status or any other status protected by law.

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