

United Arab Emirates Jobs Expertini®

Regional Sales Manager - Premium Lighting Solutions

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Company: Michael Page International (UAE)

Location: , , United Arab Emirates

Category: sales-and-related

About Our ClientOur esteemed client, a leading provider of premium lighting solutions, is actively seeking a dynamic and strategic Regional Sales Manager to spearhead business growth across the Middle East. With a primary focus on the UAE and Saudi Arabian markets, the successful candidate will play a pivotal role in expanding the company's footprint in the region.

Job DescriptionDevelop and execute a comprehensive sales strategy to expand market share for premium lighting solutions, with emphasis on the UAE and Saudi Arabia. Foster and nurture relationships with influential stakeholders, including lighting consultants, developers, and architects, to drive business opportunities. Drive revenue growth by effectively promoting and selling premium lighting solutions, exceeding sales targets through proactive engagement with targeted clients. Showcase an in-depth understanding of the company's premium lighting solutions, effectively communicating product features and benefits to clients. Collaborate closely with internal teams, aligning sales strategies with marketing and product development efforts to ensure seamless project execution. Conduct market research and analysis to provide valuable insights on market conditions, emerging trends, and competitor activities.

The Successful ApplicantBachelor's degree in Business, Marketing, or a related field. Proven track record of at least 7 in sales of premium lighting solutions within the Middle East region. Established network and strong relationships with lighting consultants, developers, and architects in the UAE and Saudi Arabia. Excellent communication and presentation skills in English and Arabic is ideal. Results-oriented with a focus on achieving and surpassing sales targets. Willingness to travel within the region as required.

What's on OfferThrive in a vibrant professional landscape by leading premium lighting

solution sales in the UAE, a region known for its dynamic construction and development projects, providing an opportunity to make a significant impact on the built environment.

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