

United Arab Emirates Jobs Expertini®

Sales and Marketing Director, Middle East

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Company: Breville USA, Inc.

Location: united arab emirates

Category: other-general

Sales and Marketing Director, Middle East Sales and Marketing Director, Middle East About Breville Over the past 80+ years Breville has grown to become an iconic global brand, delivering kitchen products to over 70 countries around the globe. Breville enhances people's lives through the delivery of brilliant innovation and thoughtful design based on deep consumer insights, empowering people to do things more impressively or easily than they'd thought possible in their own home and ultimately allowing them to "Master Every Moment". A career at Breville is truly a one-of-a-kind experience. It's more than working for a global leader; it's an opportunity to be a part of something that impacts people all over the world. About the role The Sales and Marketing Director, Middle East is responsible for the planning, directing and contributing to the sales business strategies and activities of the organization to achieve revenue, sales and profit targets Key responsibilities include: Accountable for the development and preparation of sales strategies, tactics and goals to support business objectives. Produce comprehensive plans which operationalize the sales strategy. Forecasting and Stock Purchasing Ensure that an effective sales forecasting system is in place. Retail Promotional Activity Responsible for planning of retail promotional activity. Occupational Health Safety & Environment Management Communicate health, safety and environmental policies and procedures to ensure staff understand current policy and practice requirements. Monitor subordinate staff awareness of and compliance with Company policy and procedures to maintain a safe working environment. Take corrective action to remedy safety hazards or risks and restore a safe working environment. We're Interested in Hearing from People Who Have Qualifications and experience Extensive experience in both

sales and marketing Extensive sales experience at the national Account level Proficient in Microsoft Office Leadership qualities. Product and market knowledge Time Management Strong written and verbal communications Leadership Creates a sense of purpose and vision for self and the team and able to provide direction that supports the business goals and objectives. Translates strategies into specific objectives and action plans that drive business performance. Sets challenging goals with a 'degree of stretch' that are still achievable. Able to make critical decisions that support the strategy and ultimately the customer. Creates an environment of team work and collaboration with the team. Communication Able to communicate effectively both verbally and non-verbally with internal and external stakeholders. Demonstrates the ability to speak up on issues and risks in a well structured and clear manner, with supporting facts. Able to seek multiple points of view and listen openly to other people's points of view. Able to influence by gaining clear agreement and commitment from others through effectively persuading, convincing and negotiating with key stakeholders. Drives Execution Consistently delivers on commitments and is results focused. Demonstrates ownership of results and drives accountability through the sales team by setting high and clear expectations. Develops contingency plans and meets challenges when required in order to meet the business goals and objectives. Develops new ideas and ways to achieve higher performance and service excellence with internal and external customers. Teamwork Able to work across the organization in a cooperatively manner with all departments in order to meet organizational goals. Builds and maintains strong relationships with team members, other departments, strategic partners and customers. Energizes Others Shows energy and drive in the execution of all business activities. Creates an environment that encourages continuous improvement, innovation and appropriate risk taking. Is passionate, dynamic and motivated to drive and strive for results. Demonstrates resilience and perseverance and is able to provide solutions. Is highly engaging and shows a positive attitude and adaptation to change. Is commercial and business savvy. What we offer you Competitive compensation package A fun and rewarding team environment Opportunity to work for an Australian Stock Exchange listed company Employee assistance program Paid parental leave policy Employee discounts of up to 50% on all our electrical products To Apply Come and make your mark with this global leader by applying today via the Apply Now button. Breville Group is proud to be an Equal Employment Opportunity Employer.

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