

Sales Head - Beverage

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Company: Michael Page

Location: United Arab Emirates

Category: other-general

The Role

Sales Head - Beverage - LEVANT & Subcontinent Build and drive development and growth of the brand across the LEVANT and subcontinental region as well as maintaining strong relationships with customers Client Details A Multinational Beverage business with strong global presence Description * Responsible for distributor management and developing sales strategies * P/L responsibility, and overseeing sales performance in the defined territory * Market research and sales activations projects * Develop and drive strategic plan on functional areas of product and business development Job Offer * Opportunity to join a growing regional team * Competitive package and benefits

Requirements

* Strong 8+ years of sales experience within the FMCG Industry working with regional or global businesses * Experience in HORECA or On-Trade channels is a must * Experience or knowledge of the specified regions

About the company

Michael Page is one of the world's leading professional recruitment consultancies, specializing in the placement of candidates in permanent, contract, temporary and interim positions with clients around the world. The Group has operations in the UK, Continental Europe, Asia-Pacific and the Americas. In the Middle East we focus on the areas of: Finance & Accounting Banking & Financial Services Procurement Property & Construction

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