

# United Arab Emirates Jobs Expertini®

## Sales Manager

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Company: Euro Mechanical

Location: Abu Dhabi

Category: sales-and-related

### Responsibilities:

Generate sales leads to maximize on sales opportunities and drive the growth of products, services and rental sales in the UAE & GCC region.

Work closely with the Business Support Team to proactively develop strategic alliances with key partners to increase the Sales & Service portfolio.

Maintain contacts with existing clients and promote contacts with new prospective customers, to obtain work for the Division/Company and to enhance good public relations.

Provide technical and commercial support including presentations, to help secure contracts and maintain high level client relationships.

Close deals independently and leverage on the various resources available within the Division & the Company.

Take responsibility for maintaining the products, services & rental sales forecast via participation in the sales & budgeting process and analyse the costs and sales figures against the budget & target.

Presenting the product, service & rental offering to the UAE client base whilst identifying cross-divisional sales opportunities and developing specific sales strategies to take advantage of any opportunities identified.

Providing pre-sales technical assistance and service education to customers as well as to the other stake holders within the company.

Offer after-sales support and providing technical back up to the sales team, as required.

Prepare Sales & Marketing literature, conducting road-shows, seminars, attend trade exhibitions, conferences and meetings.

Establish objectives & KPI's for yourself & your team at the same time develop, monitor progress and facilitate achievement.

Evaluate performance of your team and recommend new strategies for performance improvements

Ensure that your team works in compliance with company policies and procedures.

Identify resources, assign workloads and manage schedules to ensure timely deliveries from your team.

Empower your team members to take responsibility for their jobs and roles. Delegate responsibility and expect accountability and regular feedback.

Adhere to all Company policies and procedures including CRM, Quality, HSE and HR.

Maintain and contribute to a company philosophy of continuous improvement. Essentially this will involve taking ownership & responsibility for your processes and continually seeing to review and improve these functions.

#### Job Requirements:

An energetic, forward-thinking and creative individual with high ethical standards and an appropriate professional image.

A strategic visionary with sound technical skills, analytical ability, good judgment and strong operational focus.

An articulate individual who can relate to people at all levels of an organization and possesses excellent communication skills.

A good educator who is trustworthy and willing to share information and serve as a mentor.

An excellent negotiator who is experienced in contracts.

A decisive individual who possesses a "big picture" perspective and is well versed in systems.

Strong problem solving and creative skills and the ability to exercise sound judgment and make decisions based on accurate and timely analyses.

High level of integrity and dependability with a strong sense of urgency and results-orientation.

Knowledge of customer base and competitors for calibration industry in U.A.E, specifically in

Abu Dhabi.

Minimum 10 years of experience in sales and marketing in calibration industry.

Improve and update knowledge on calibration product range technical developments, sales techniques and customer handling skills.

In-depth knowledge in the functioning of a calibration lab accredited to ISO 17025

Ensuring continued conformity with ISO 17025, ISO 9001, ISO 14001 & ISO 45001.

Should have good knowledge in different types of instruments that normally needs service Calibration in a Calibration Lab.

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