

## Sales Manager

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Company: Middle East Executive

Location: Abu Dhabi

Category: other-general

### The Role

As the Sales Manager for a prominent multinational automotive company in Abu Dhabi, you will be responsible for leading the sales team, driving revenue growth, and ensuring the achievement of sales targets. The ideal candidate will have extensive experience in the Abu Dhabi automotive market, a proven track record in sales management, and fluency in Arabic.

**Responsibilities:**

- Sales Strategy and Planning:**
  - Develop and implement strategic sales plans to achieve company objectives.
  - Analyze market trends, competitor activities, and customer needs to inform sales strategies.
- Team Leadership:**
  - Lead, mentor, and motivate the sales team to achieve individual and collective targets.
  - Conduct regular performance evaluations and provide constructive feedback.
- Customer Relationship Management:**
  - Build and maintain strong relationships with key clients and stakeholders.
  - Address customer concerns and ensure high levels of customer satisfaction.
- Market Analysis:**
  - Stay abreast of developments in the Abu Dhabi automotive market.
  - Provide insights on market trends, customer preferences, and competitor activities.
- Sales Training and Development:**
  - Implement training programs to enhance the skills and product knowledge of the sales team.
  - Foster a culture of continuous learning and improvement.
- Budget Management:**
  - Develop and manage the annual sales budget.
  - Monitor and control expenses to ensure financial targets are met.
- Reporting and Analysis:**
  - Prepare regular reports on sales performance, market trends, and forecasts.
  - Analyze data to identify areas for improvement and strategic opportunities.

## Requirements

- Minimum 3 years of experience in sales management within the Abu Dhabi automotive market.
- Proven track record of achieving and exceeding sales targets.
- Fluent in Arabic.
- Strong leadership and team management skills.
- Excellent communication and interpersonal abilities.
- In-depth knowledge of the automotive industry and market dynamics.
- Bachelor's degree in Business, Marketing, or a related field.

## About the company

The Middle East Executive Group has become the first choice for industry professionals wanting to work in the Gulf region. We understand exactly how supply chain performance and sales performance impacts the bottom line and top line of product led businesses and we have the experience, network & expertise to match skilled professionals with exciting new roles that suit their experience, passion and drive in this highly strategic industry. Our specialist teams internally are; - Commercial Management & Sales - Supply Chain & Logistics - Strategic HR - Strategy - Engineering The industries we focus on are; - 3PL / Freight Forwarding - Food & FMCG - Medical & Pharmaceutical - Ecommerce - Retail - Engineering

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