

United Arab Emirates Jobs Expertini®

Sales Manager - AIMansoori Petroleum Services

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Company: Talent Pal

Location: , , United Arab Emirates

Category: sales-and-related

JOB DETAILS Job Title : Sales Manager Reporting to : Country Executive Director Subordinate

Age Requirement : 3050 years Minimum Education : Secondary / Diploma / DegreeYears

of Experience: Minimum 10 years experience in Oil and Gas industry Sales and Marketing

Certifications / Licenses : JOB DESCRIPTIONThe incumbent shall be responsible in

marketing promoting and securing orders for the services of AIMansoori as assigned. He will

be involved in coordination budget preparation and planning for the promotion of the

companys image to achieve profit targets in a cost and efficient manner and in accordance

with professional ethics standards and quality acceptable to the local legislation company

policies client satisfaction and international codes of practice. Ensure compliance to prevailing

company HSEQ Policies and Procedures Market and promote company products and

services. Coordinate with the Tenders and Contacts Department and Operations Department

in the planning preparation and submission of Bids Tenders and Contracts. Achieves

marketing and sales operational objectives by contributing marketing and sales information

and recommendations to strategic plans and reviews; preparing and completing action

plans; implementing production productivity quality and customerservice standards; resolving

problems; completing audits; identifying trends; determining system improvements;

implementing change. Accomplishes marketing and sales objectives by planning

developing implementing and evaluating advertising merchandising and trade promotion

programs; developing field sales action plans. Identifies marketing opportunities by

identifying customer requirements; defining market competitors share and competitors strengths

and weaknesses; forecasting projected business; establishing targeted market share. Improves

product marketability and profitability by researching identifying and capitalizing on market opportunities; coordinating new product development. Sustains rapport with key customers by making periodic visits; exploring specific needs; anticipating new opportunities. SKILLS AND COMPETENCY Qualified candidates should possess the following skills and competencies: Must be proficient in the Arabic / English language Must have Intermediate Computer Skills Possess excellent sales marketing and negotiation skills. Proven experience in Oil and Gas Industry More jobs on #J-18808-Ljbfrr

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