

# United Arab Emirates Jobs Expertini®

## Sales Manager-Building Technology-EVI Jobs In Dubai UAE 2023 | Carrefour

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The RTS Intercom Systems Sales Manager grows business above market focusing on accounts in the MEA region, develops sales strategies and ensures implementation. With strong focus on market trends and core verticals the manager creates demand and increases sales. Creating project leads through smart business development in coordination with local key customers and early involvement with large end-users and major influencer groups is the engine for repeating success. An agile and lean project management, quotation- and essential technical support for regional customers in combination with a strong hunting mindset completes the profile.

Responsibilities: Actively manage customer structure in the region (customer pyramid)

Ensure sales targets by increasing share of wallet with existing customers and in existing business, identifying additional business opportunities (e.g. cross-selling) or developing potential new ones in the region

Conduct regular customer visits and establish close relationship with customers in the region

Implement customer strategy for local branch offices of major (key) account customers and support

Negotiate terms and conditions within authorization scheme for accounts in the region

Requirements: Strong customer focus

Teamplayer with strong hunting mindset and motivation

At least 5 years of sales experience in Critical Communications or Broadcast markets

Specific product knowledge of Intercom Solutions and experience is an advantage

Strong communication skills, both written and verbal in fluent English

Additional regional MEA languages like Arabic, Hindi etc. is an advantage

Negotiation and presentation skills#J-18808-Ljbffr

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