

Sales Manager - Commercial and Industrial

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Company: Focus Direct

Location: Dubai

Category: sales-and-related

Sales Manager - Commercial and Industrial Devise sales and marketing strategy and long and short term plans for enhanced performance. In-depth market studies to determine current market trends and initiate appropriate action to generate business opportunities. Identifies new prospective customers for Liquefied Petroleum Gas (LPG) and prepares feasibility studies to promote the benefits of the product. Promotes the use of LPG as an alternative/replacement fuel. Manage and develop the distribution channel locally and internationally. Oversees the organisation of promotional activities and training events for LPG customers. Ensures that existing customer service and quality objectives are met and there is continuous improvement. Communication with operations and supply chain to establish sales plans, availability and pricing structures. Bachelors Degree in Engineering Post Graduate Degree/Diploma in Marketing Liquefied Petroleum Gas background is a must. Technical knowledge of the product to prepare techno-commercial presentations for customers. Proven track record of business growth in a Sales and Marketing role. About The Company Who is focus direct, how can we impact your career? focus direct specialises as a Search and Selection Boutique Firm since 1999. We recruit professionals who make a difference. We assist with a career, not just a job! Committed to providing, our clients and our candidates alike with competent, comprehensive and professional service. We pride ourselves on our responsiveness, flexibility and innovation. Our objective is to deliver tailor-made solutions to suit specific needs. Our experienced personnel are dedicated to chosen niche sectors, and have several years of experience in each. This means that we can understand your exact requirements, and help you meet your match - whether you are

looking for an employee or for employment. Our Purpose: Adding Value with Impact Our Vision: "Success through unsurpassed service and reliability" Our Goal: Bridging gaps by identifying talent for our clients' organizations Providing careers to our candidates not just jobs As our candidate, you can expect:

- Timely response to position application, general enquiry and / or follow up
- Honest, constructive feedback and advice
- Fair consideration and honest appraisals of your experience and expertise in relation to a particular career
- A strong sense of respect, dignity, compassion and motivation
- Complete privacy and confidentiality.

Some Industries Serviced: Government , Semi Government, FMCG, Oil & Gas, Transportation, Aviation, Private Equity, Investments, Insurance, Property Development, Specialized IT Software, Telecommunications, Healthcare, Manufacturing

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