

United Arab Emirates Jobs Expertini®

Sales Manager Construction Chemicals - Now Hiring!

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Company: Henkel

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

At Henkel, you can build on a strong legacy and leading positions in both industrial and consumer businesses to reimagine and improve life every day. If you love challenging the status quo, join our community of over 50,000 pioneers around the globe. Our teams at Henkel Adhesive Technologies help to transform entire industries and provide our customers with a competitive advantage through adhesives, sealants and functional coatings. With our trusted brands, our cutting-edge technologies and our disruptive solutions, you will have countless opportunities to explore new paths and develop your skills. Grow within our future-led businesses, our diverse and vibrant culture and find a place where you simply belong. All to leave your mark for more sustainable growth.

Dare to make an impact?

YOUR ROLE

Steer & execute sales and pricing strategy for our portfolio of construction chemicals and waterproofing solutions to strengthen our market position

Leverage your experience to strengthen relationships with existing and build and maintain relationships with new accounts

Responsible for the segment P&L and the delivery of aligned targets including forecasting

and demand planning

Lead, coach and mentor sales team members and work on developing a talent pipeline

Collaborate internally with key stakeholders (Marketing/Specs/Cust. Serv/Supply Chain)

Provide insights on market developments to internal stakeholders

YOUR SKILLS

Bachelor's degree in civil/chemical/mechanical engineering

Construction industry and >5 years relevant sales experience

Strong relationships with construction consultants, main contractors, applicators

Proficiency in Microsoft applications – Excel, PowerPoint, Word, Outlook

Working knowledge of CRMs

Strong leadership and people management skills

At Henkel, we come from a broad range of backgrounds, perspectives, and life experiences. We believe the uniqueness of all our employees is the power in us. Become part of the team and bring your uniqueness to us! We look for a diverse team of individuals who possess different backgrounds, experiences, personalities and mindsets.

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