

United Arab Emirates Jobs Expertini®

Sales Manager

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Company: Agile Consultants Middle East

Location: Dubai

Category: sales-and-related

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Overseeing local and regional sales, promotions and campaigns

Planning and directing the hiring and training of new Sales Representatives

Directing and coordinating all sales activities locally and regionally

Preparing sales budgets and projections and approving expenditures

Tracking and analyzing sales statistics based on key quantitative metrics

Handling and resolving customer complaints regarding a product or service

Setting discount rates and determining price schedules

Advising distributors and dealers on policies and Standard Operating Procedures (SOPs)

Serving as the face of the organization to internal and external partners

Making data-informed decisions to drive performance and resource allocation

Developing and maintaining relationships with key clients

Overseeing and directing performance of the sales team

Identifying emerging markets to find new sales opportunities

Defining and executing territory sales plans

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