

Sales Manager

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Company: RTC1 Recruitment Services

Location: Dubai

Category: healthcare-practitioners-and-technical

Position Title: Sales Manager

Employment Type: Full Time

Salary: all-inclusive depending on experience and qualifications

Job Location: Dubai, UAE

About the Client:

A well-known aluminum and glazing fabrication company in the UAE.

Job Description:

Bring new clients/projects and maintain strong relationships with key clients, architects, main contractors, and builders to understand their needs and provide tailored solutions.

Develop and implement effective sales strategies to achieve revenue and growth targets for the company's facade and aluminum products and services.

Lead and motivate a sales team, providing guidance, training, and coaching to ensure they meet or exceed sales goals and maintain high levels of customer satisfaction.

Stay updated on industry trends, market conditions, and competitor activities, conducting regular market research to identify new business opportunities and potential clients.

Prepare regular sales reports, forecasts, and budgets, analyzing sales data to assess performance and make informed decisions to optimize sales processes and strategies.

Qualifications:

Bachelor's degree or any relevant certificates

At least 5 years of experience in the same role

Must have experience dealing in the same products (façade industry/aluminum glass/aluminum system/cladding)

Candidates who can join immediately will be prioritized

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