

Sales Manager – ELV Jobs in Abu Dhabi | G4S Careers

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Company: G4S Careers

Location: Abu Dhabi

Category: sales-and-related

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Description:

We are currently looking for an experienced Sales Manager for Abu Dhabi and Northern Emirates for our Electronics Security Solutions (ESS) Division. Reporting to the Operations Director, the successful candidate will lead a team of technical sales professionals, including design and estimation, and will develop and execute a product/service based business plan for the division, which will directly link to the annual sales revenue and profitability objectives.

Job Responsibilities:

Drive orders growth in all verticals within Abu Dhabi & Northern Emirates.

Responsible for achieving Annual Operating Plan (AOP) targets (Orders, Rev/GM and Profit) and Working Capital (WC) while monitoring and optimizing pricing policies.

Meet and exceed the Annual Operating Plan (AOP) and order forecast on a monthly, quarterly and annual basis.

Define and execute all vertical market strategies to achieve AOP.

Develop, coach, and retain talented sales team members to deliver AOP. Provide performance management if necessary.

Job Requirements:

Engineering degree/diploma holder in Electrical Electronics, Computer Science or its equivalent.

Minimum of 10 years quota carrying sales experience; with 5 years of proven sales leadership experience managing a sales team that generates at least \$15M annual revenue.

Minimum 7 years of experience in Security, ELV, Fire and Software business from a sales capacity.

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