

## Sales Manager – FAMCO Jobs in Dubai | Al Futtaim

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Company: Al Futtaim

Location: , Dubai, United Arab Emirates

Category: sales-and-related

1- Sales Manager – FAMCO

Job: Full Time

Location: Dubai, UAE

Description:

Focus on sales of Eicher product range, Eicher product range handlers through current customers' base & expand customer base for FAMCO, meet and exceed budget requirements, achieve high sales in the respective market segments.

Job Responsibilities:

Seek out and target new customers and new sales opportunities, initiate action plans to approach and secure new business for the Division.

Proactively manage customer requirements for on-time delivery taking into account lead-times, specification changes and demand.

Develop and maintain a strong working relationship with key contacts. Gathers market information on competitor activities to ensure the Divisions competitive edge in product, pricing, services and systems.

Able to manage every element of the sales process on an individual level.

Job Requirements:

Bachelors degree in Engineering

A minimum of 5-7 years' experience, in selling reputed make of Commercial vehicles & 3 yrs in the gulf region.

A good understanding of commercial vehicles in general and buses market in specific shall be an advantage.

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