

## Sales Manager | Follow The Oak Ltd Dubai

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### Sales Manager | Follow The Oak Ltd Dubai

Follow The Oak is a trusted talent destination, Recruitment and Executive Search partner for product brands and investors across the Health, Fitness & Activity sectors. Globally networked, we plan, manage and execute high profile talent assignments across international markets.

Fantastic opportunity for an experienced B2B fitness sales professional to join a leading Health-Tech brand. Responsible for the GCC region, you'll contribute significantly to the Middle East team's sales objectives in the Health, Fitness & Wellness market. Stay attuned to industry trends, leverage your extensive network, and possess a deep understanding of the industry landscape to identify and develop potential business and partnership opportunities.

Showcase expertise in building robust customer relationships through a consultative approach, tailoring solutions to meet customer needs.

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#### Key Responsibilities

Successfully acquire new customers across the fitness and wellness sector.

Collaborate closely with distribution partners to plan, direct, and monitor joint activities to achieve sales targets.

Provide consultancy, conducting demonstrations, and driving sales of cutting-edge med-tech products.

Develop and maintain strong relationships with key accounts and industry heads to support sales, market development, and service efforts.

Support the expansion of strategic partnerships in the fitness industry, encompassing both

hardware and software solutions.

Identify and develop new distribution channels.

Create innovative programs to meet the organisation's sales plans and increase market share.

Participate in trade shows and conferences, organize staffiest product training and conduct product demonstrations.

#### Skills, Knowledge & Abilities

Exceptional verbal and written communication skills, with fluency in English (proficiency in Arabic is highly advantageous).

Extensive knowledge of the Health & Fitness industry, demonstrating a nuanced understanding of its key players.

In-depth expertise in delivering business strategies across the Middle East region, showcasing a comprehensive understanding of the regional market dynamics.

Strong presentation skills, allowing for impactful communication of ideas and strategies.

A strategic thinker with adept consultative selling and negotiation skills, contributing to effective business partnerships.

Proven track record in sales, key account management, and customer service, demonstrating a history of achieving and exceeding targets.

Advanced negotiation skills to navigate complex business scenarios and secure favourable outcomes.

Analytical ability to interpret market trends, assess performance metrics, and make informed business decisions.

#### Experience & Qualifications

Bachelor Degree in Business Management or Equivalent Experience

Minimum 5 years in regional sales management across the Middle East.

Don't miss out on this exciting opportunity – apply now at [dubaiofferz.com/#J-18808-Ljbffr](https://dubaiofferz.com/#J-18808-Ljbffr)

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