

United Arab Emirates Jobs Expertini®

Sales Manager- Italy

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Company: IFZA Dubai

Location: Dubai

Category: sales-and-related

As the Sales Manager for the Italian market you will assume a crucial role in driving growth and expanding our presence at IFZA. Take the lead in defining target groups fostering strong partner relationships and ensuring their comprehensive understanding of our offerings. Leverage your expertise in lead generation executing effective marketing initiatives and cultivating transparent partnerships to successfully achieve sales targets and elevate IFZAs position in the Italian market.

Responsibilities

- Generating and implementing business development strategies to secure new sales opportunities and professional partnerships in the Italian market
- Representing the organization and brand at conferences events and podium discussions both domestically and internationally
- Maintaining a close relationship with commercial entities and political bodies in the UAE and Italy
- Organizing and attending regular meetings with new and existing professional partners and clients
- Traveling internationally to meet new and existing professional partners and clients (up to 50%)
- Building and maintaining strong and longlasting customer relationships with our Partners
- Driving and monitoring sales through professional partners to meet sales targets

Requirements

- Bachelors degree in business marketing or other advanced degree
- Proven experience in sales
- Proven track record of achieving sales targets
- Indepth knowledge of one or more foreign markets
- Full Italian and English proficiency are required
- Strong network of contacts in target market would be an advantage
- Ability and willingness to travel up to 50%
- High social skills and adaptability to thrive in an everchanging industry
- Solid Experience and Knowledge of Italy market is mandatory

Benefits

- A life in Dubai a fascinating City
- German Management
- International team (over 50 nationalities)
- 24 annual

leave daysAnnual flight homeLife insurance planMedical insurance plan (with the option to upgrade at your own cost)Bonus schemeAccess to exclusive Fazaa discounts (applicable in participating retail stores food & beverage outlets fitness clubs cinemas theme parks clinics and more)Invitations to participate in various company functions staff events and department team building eventsOpportunities to learn develop and grow with the organizationBeing part of a motivated team and MovingForwardCompanyCulture

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