

Sales Manager Jobs In Sharjah | IFZA

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Company: IFZA

Location: Sharjah

Category: sales-and-related

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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

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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%)

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Bachelors degree in business, marketing, or other advanced degree

Proven experience in sales

Proven track record of achieving sales targets

In-depth 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 ever-changing industry

Solid Experience and Knowledge of Italy market is mandatory

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