

## Sales Manager Jobs in UAE | Mondelēz International Careers

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Company: Mondelēz International

Location: , , United Arab Emirates

Category: sales-and-related

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### Job Responsibilities:

Manage, develop and motivate the team and work closely with the sales capability team to ensure delivery of training to the team.

Create and manage an annual business unit plan to deliver agreed channel revenue KPI's and targets and provide reporting as required.

Manage winning customer business relationships that facilitate “best in industry” execution of our categories.

Work closely with key stakeholders including the account team, category, activation team, sales capability and customer finance to provide the optimum return across your region.

### Job Requirements:

Considerable knowledge of market and routes-to-market in which Mondelez International performs

Experience in sales and managing a team of salespeople

Strong organizational and analytical skills

Excellent communication and interacting skills

#J-18808-Ljbffr

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