

# United Arab Emirates Jobs Expertini®

## Sales Manager Qatar

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Company: Mondelēz International

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

### Description

#### Are You Ready to Make It Happen at Mondelēz International?

#### Join our Mission to Lead the Future of Snacking. Make It With Pride.

You lead a team of field sales representatives/managers to ensure execution of the sales strategy and achievement of annual KPIs and targets.

#### How you will contribute

You will:

- 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.
- Fully understand category and insights knowledge, coaching the team in the use of category tools to engage and influence customers to make informed decisions that will grow our categories and deliver our annual plan.

#### What you will bring

A desire to drive your future and accelerate your career and the following experience and knowledge:

- 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
- Solid knowledge of sales and negotiation processes
- Perseverance and attention to details

### **More about this role**

#### **What you need to know about this position:**

Managing sales and distribution in Qatar for MDLZ portfolio and managing the relationship with our partner/distributor.

#### **Education / Certifications:**

BA/ BS in business administration or equivalent

#### **Job specific requirements:**

Core sales and distribution management

**Travel requirements:** minimal

#### **Work schedule:**

8-5, 4 days a week

No Relocation support available, however for candidates voluntarily moving internationally some minimal support is offered through our Volunteer International Transfer Policy

### **Business Unit Summary**

**Headquartered in Singapore, Mondelez International's Asia, Middle East and Africa (AMEA) region is comprised of six business units, has more than 21,000 employees and operates in more than 27 countries including Australia, China, Indonesia, Ghana, India, Japan, Malaysia, New Zealand, Nigeria, Philippines, Saudi Arabia, South Africa, Thailand, United Arab Emirates and Vietnam. Seventy-six nationalities work across a network of more than 35 manufacturing plants, three global research and development technical centers and in offices stretching from Auckland, New Zealand to Casablanca, Morocco. Mondelez International in the AMEA region is the proud maker of global and local iconic brands such as Oreo and belVita biscuits, Kinh Do mooncakes, Cadbury, Cadbury Dairy Milk and Milka chocolate, Halls candy, Stride gum, Tang powdered beverage and Philadelphia cheese. We are also proud to be named a Top Employer in many of our markets.**

Mondelēz International is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, gender, sexual orientation or preference, gender identity, national origin, disability status, protected veteran status, or any other characteristic protected by law.

### **Job Type**

RegularSales OperationsSales

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