

Sales Manager - Wooden Board Manufacturing

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Company: Black & Grey HR

Location: abu dhabi

Category: other-general

Black & Grey HR is recruiting for a prestigious and toptier manufacturer of specialised woodbased panel products in Abu Dhabi UAE. Our client is actively seeking a dynamic and seasoned Sales Manager who will be responsible for driving sales growth expanding the clients customer base and maximizing revenue through effective sales strategies. The ideal candidate must have a strong background in B2B sales preferably within the manufacturing industry with a proven track record of achieving and exceeding sales targets.

Key Responsibilities:

- Sales Strategy Development:** Develop and implement strategic sales plans to achieve company objectives and expand market share in the wooden board manufacturing industry.
- Team Leadership:** Lead mentor and motivate the sales team to achieve individual and team sales targets. Provide guidance support and ongoing training to enhance team performance.
- Customer Relationship Management:** Cultivate and maintain strong relationships with key clients and prospective customers. Identify customer needs negotiate contracts and ensure high levels of customer satisfaction.
- Market Analysis:** Conduct market research and competitor analysis to identify new business opportunities market trends and competitive threats. Utilize insights to refine sales strategies and product positioning.
- Product Knowledge:** Possess a deep understanding of our wooden board products including technical specifications applications and competitive advantages. Effectively communicate product features and benefits to customers.
- Sales Forecasting and Reporting:** Monitor sales performance track key metrics and prepare regular sales reports for management review. Provide accurate sales forecasts and insights to inform business decisions.
- Crossfunctional Collaboration:** Collaborate with internal teams including production

logistics marketing and finance to ensure seamless coordination and execution of sales initiatives. Continuous Improvement: Drive continuous improvement initiatives within the sales department to enhance efficiency productivity and customer service levels. Implement best practices and innovative solutions to optimize sales processes. Requirements Bachelors degree in Business Administration Marketing or a related field. Proven experience in B2B sales preferably within the manufacturing industry with a minimum of 5 years in a sales management role. Strong leadership and team management skills with the ability to inspire and motivate a sales team to achieve results. Excellent communication negotiation and interpersonal skills. Strategic thinker with the ability to develop and execute sales plans to achieve business objectives. Proficiency in CRM software Microsoft Office suite and other sales tools. Analytical mindset with the ability to interpret sales data and market trends to drive informed decisionmaking. Demonstrated track record of meeting and exceeding sales targets. Benefits Attractive Salary Benefits - Bachelor's degree in Business Administration, Marketing, or a related field. - Proven experience in B2B sales, preferably within the manufacturing industry, with a minimum of 5 years in a sales management role. - Strong leadership and team management skills, with the ability to inspire and motivate a sales team to achieve results. - Excellent communication, negotiation, and interpersonal skills. - Strategic thinker with the ability to develop and execute sales plans to achieve business objectives. - Proficiency in CRM software, Microsoft Office suite, and other sales tools. - Analytical mindset with the ability to interpret sales data and market trends to drive informed decision-making. - Demonstrated track record of meeting and exceeding sales targets.

#J-18808-Ljbffr

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