

Sales Manager - Wooden Board Manufacturing

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Company: Black & Grey HR

Location: Abu Dhabi

Category: healthcare-practitioners-and-technical

Job Description

Black & Grey HR is recruiting for a prestigious and top-tier manufacturer of specialised wood-based 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 client's 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.
- Cross-functional 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

- 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.

Benefits

- Attractive Salary + Benefits

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