

United Arab Emirates Jobs Expertini®

Sales Operations Manager (Commercial Manager)

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Company: Crane Worldwide Logistics

Location: dubai

Category: other-general

Job Category:Field Operations Requisition Number:SALES003216 Apply now Posted :

February 5, 2024 Full-Time Locations Showing 1 location Dubai, 126539,

ARE Description Essential Job Functions The role will also require ownership of training and development of the Middle East commercial team to ensure they have the skills and knowledge to exceed expectations. Development of training plans, one on one training & coaching. Create short, medium and long-term sales strategies that are specific to the development of our regional sales performance to maximize margins and increase revenue growth. Promotes and supports or services externally. Becomes involved with our existing client base to solidify and build strong relationships. Drives additional growth and develops relationships. Ensuring communication to the regional sales team on a weekly basis and with this, it is relevant to the short, medium and long-term strategy. Knowledge on market conditions to ensure engagement with our regional target and existing client base. Continue to the development of our reporting systems to ensure that our regional commercial activity is transparently measured to help drive stronger commercial and business decisions. Leading from the front within the region to ensure that our sales targets, goals and performance is attainable and consistent to drive the highest level of performance and continues to out performs other regions within the company. Identify business opportunities and generate profitable sales in both new and existing accounts. Prospect and closing on assigned accounts and manage the relationships with key accounts, maximizing all opportunities through those clients. Work corroboratively with the regional operational and finance heads to ensure we are aligned on the clients needs and expectations are met

while ensuring commercially we have the right business. Work with senior management, operations, purchasing, logistics and sales teams both domestically and globally to recommend sales and marketing strategies and programs that will help achieve targeted growth, profit and sales and marketing strategies and programs that will help achieve targeted growth, profit and a market share relative to corporate goals and trends in the industry. Attract, develop and retain the best regional commercial team within the company and within our industry. Driving additional growth with current accounts by working with field sales and account manager on account development plans. Alignment with regional and global products to ensure our sales direction is consistent and support development. Engagement with our domestic, regional global pricing and tender teams to ensure strategies are in place to maximum our win ratio. Weekly touch points with the company's sales leadership and regional sales leadership to ensure alignment and sharing of ideas, client, best practices and support. Key member of the regional executive team providing overall guidance and strategic direction to the business planning process. Assist local stations with their go to market strategy. Management and control of the regional strategic RFI's & RFQ's with the Global & Regional tender teams. Provide management with relevant, quantified and clear information relating to market activity. Ensure correct administration of the prevailing Sales Incentive Plan. Ensure ongoing and consistent customer satisfaction through effective and efficient responses to customer inquiries, issues, problems. Deliver weekly, monthly, quarterly and annual sales data consisting of following to the Vice President Middle East: Activity Metrics, Activity Data, Lead Analysis, Appointment management, Active Client Summary, New Client Summary. Management and laser focus on regional performance within our CRM system ensuring that our pipeline is wide and deep enough to meeting growth & budget expectations. Availability out of working hours to meet the requirements of our global client based and network to support them with commercial direction. The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. Talking, hearing and using hands to operate computer equipment. Vision abilities required by this job include close vision and the ability to adjust focus. Other Skills & Abilities Demonstrated sales success and knowledge of sales concepts, methods and techniques. Strong understanding of business beyond core functional expertise and in-depth knowledge of products and services. Excellent written and oral communication skills and the ability to persuade,

influence, negotiate and make formal presentations in meetings and training environments. Ability to develop strong business relationships within all levels of the company and with potential and existing customers. Strong working knowledge of domestic and international regulatory compliance laws and regulations related to the supply chain and transportation industry. Intermediate proficiency in Microsoft Office, internet, web-based and job specific software applications. Domestic and International travel is a requirement of the job. Team Management and team leading Administration, organization and planning Being Analytical and understanding numeric data Stress Management & conflict resolution. Motivation Positive outlook Education Four-year college degree with a preference for degrees in business, economics or engineering Minimum 10 years global sales experience. Minimum 10 years industry experience preferred. Disclaimer: The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed. Qualifications Education Required High School or better. Experience Required Demonstrated sales success and knowledge of sales concepts, methods and techniques. 10 years: 10 years: Minimum 10 years industry experience preferred. 10 years: 10 years: Minimum 10 years global sales experience.

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