

## Sales Planning Specialist Jobs In Dubai | Porsche Careers

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Company: Porsche

Location: , Dubai, United Arab Emirates

Category: sales-and-related

### Sales Planning Specialist Jobs In Dubai | Porsche Careers

#### Job Responsibilities:

**Volume Planning:** Analysis of market and competition within the Porsche Middle East and Africa FZE (PME) region. Conduct short-term and long-term volume planning and budget planning for all markets across the PME region. Planning of production demand and securing of ideal product supply for the importers of the sales region.

**Sales Reporting:** Preparation and upgrade of the internal and external sales reporting, monitoring of sales performance, as well as further development of internal and external planning and reporting processes.

**Incentive Planning and Reporting:** Conduct strategical planning, controlling, and forecasting of incentive budget and set up of incentive programs to improve sales performance. Ensure internal and external reporting to relevant stakeholders.

**Sales Systems and Training:** Maintenance of sales systems such as PIA and DeltaMaster, PVMS/SAP (ensure market operation), PLC, and PDSR.

#### Job Requirements:

Bachelor in Business Administration or another relevant field of study.

>3 -4 years of working experience in the Automotive industry, experience in Sales and/or

Planning at OEM level is an advantage

Knowledge of automotive value chain and key processes on OEM and/or wholesale level.

#J-18808-Ljbffr

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