

## Senior Business Development Manager UAE

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Company: Dyson GmbH

Location: , , United Arab Emirates

Category: other-general

Deliver sales results (volume and revenue) and profitCreate plans for each distributor/market to deliver 12-month and 5-year strategy and annual plans aligned to the Playbook.Drive effective channel strategies and range strategies with retailers/distributors to maximize and optimize Dyson profitably, and reduce variability in line with market goalsWork with Marketing, PR and Finance colleagues to make integrated business plans for growth.In collaboration with Marketing, build the masterplan to drive activities in each market to deliver the sales performance objectives:Dyson spend on marketing per year per market.Product range, SKU and Line-up.Retail executions, store experience and demonstrationsResponsible for delivering monthly sales volumes both at shipments and sell in to market and identify risks & opportunities for LE.Drive distributor sales planning processes to increase forecasting accuracy and ensure monthly delivery of resultsManage business to maximize profitability and reduce variabilityValidate and oversee a monthly customer volume forecast process that is 12 month rolling with commitment from distributors to submit quarterly POs.Manage both shipments and sales in to develop a well managed growth plan for the UAELead the UAE & ROG Distributor relationshipEstablish plans to deliver sales organic through a channel strategy designed to deliver the Dyson GTM.Lead complex distributor negotiations to decrease terms and increase Dyson profitability.Develop Category Management approach.Organize and lead quarterly business review and annual top to top meeting.Legal complianceDistributors agreement to be negotiated and finalized for UAE & ROG.Ensure compliance with antitrust, competition and bribery guidelines.Fulfill other duties as requiredRelish the opportunity to pick up new activities that fall broadly in the purpose of the

roleIdentify problems and find solutions.Bachelor’s Degree or equivalent in a relevant business related field.Minimum 7 years sales experience required; some of which must be with a strong consumer brand in a regional environment, managing top customers and distributors.Regional work experience – preferable.Experience of creating change, negotiating terms and challenging the status quo, in parallel with delivering numbers and transformations to achieve long term obj.Dyson is an equal opportunity employer. We know that great minds don’t think alike, and it takes all kinds of minds to make our technology so unique. We welcome applications from all backgrounds and employment decisions are made without regard to race, colour, religion, national or ethnic origin, sex, sexual orientation, gender identity or expression, age, disability, protected veteran status or other any other dimension of diversity.

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