

# United Arab Emirates Jobs Expertini®

## Senior Sales Director FM - Dhofar Global

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Company: Qureos Inc

Location: united arab emirates

Category: other-general

Responsibilities/Requirements: Craft and implement a comprehensive regional sales strategy for FM segment in line with business goals. Steer the regional sales team towards achieving and surpassing sales targets. Build and nurture lasting relationships with key regional clients understanding their needs and promoting company offerings. Conduct in-depth analysis of regional market trends to uncover new opportunities and understand competitive challenges. Uphold company standards and policies within the region ensuring compliance with all regulatory and legal requirements. Deliver accurate sales forecasts to the Chief of Sales contributing to the strategic planning process. Manage the hiring training and performance of the regional sales team fostering a culture of excellence and continuous improvement. Oversee the regional sales budget ensuring resources are allocated and utilized efficiently. Facilitate communication within the sales team and across departments ensuring that the regional strategy supports company-wide goals. Fluent in both spoken Tamil and English adept at communicating with Tamil-speaking clients. Possess extensive expertise in facility management and a solid background in the FMCG sector. Boasting over 12 years of experience including a mandatory 6 years at the lead or director level.

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