

Senior Sales Manager Job | Majid Al Futtaim Jobs

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Company: Majid Al Futtaim

Location: , Dubai, United Arab Emirates

Category: sales-and-related

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Description:

The Senior Sales Manager is responsible for supporting the Head of Sales in acting as a strategic enabler to drive and manage the Sales Function in his assigned trade channels (HORECA, Institutions, etc.) in terms of planning, execution, control and closure, along with guiding BDMs, Sales Executives and Sales coordinators.

Job Responsibilities:

Map potential customers and identify leads for the overall purpose of generating sales for the B2B function, within the assigned sales channels.

Drive and lead sales conversions, post sales services and client relationship management;

Establish and maintain relationships with industry influencers and key strategic partners.

Develop and implement strategic sales plans and forecasts to achieve corporate objectives

Create and maintain database of potential customers, suppliers, principles to leverage on existing and new connections/relationships

Job Requirements:

Bachelor's Degree in Business Administration or relevant to the role

Master's Degree in in Business Administration is preferred

Minimum 10 years working experience in sales in the market

Minimum 5 years in the related managerial function

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