

United Arab Emirates Jobs Expertini®

Senior Sales Manager – Middle east – Olympic & Paralympic Games | On Location Dubai

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Company: On Location

Location: Dubai

Category: sales-and-related

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On Location is a global leader in sports, music, travel, culture, and more. Collaborating with the world's most iconic partners, On Location creates and delivers extraordinary experiences by providing official access and premium hospitality at marquee global sporting events, VIP experiences within global music tours, fan travel services, proprietary owned-and-operated destination music experiences, and much more. On Location is part of the Endeavor network.

This position requires a dynamic, competitive, hard working sales leader with a successful track record in sales of hospitality packages and solutions in sports organizations / events. This position represents one of the key sales functions in the organization and is responsible for helping the organization meet its overall financial goals while delivering the highest levels of customer service to corporate clients and premium package buyers.

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Management of a team of sales professionals, setting individual and team revenue targets and for recruiting additional resources as necessary.

Create a clear prospection strategy to generate leads and sales the Paris 2024 Olympic Games.

With the sales management team, propose an effective B2B and B2C market penetration strategy in order to maximize the On Location sales reach in each territory.

The candidate will be required to achieve individual and team sales goals to be determined.
Build effective business relationships with Corporations and Premium Consumers throughout Europe.

Responsible for dynamic, proactive selling of both off the shelf packages via online and offline channels and for bespoke, complex hospitality packages for Paris 2024.

Ensure perfect CRM management, lead qualification, sales reporting and an extremely strong post sales upsell / cross sell strategy.

Be ready to propose sales strategy modifications during the sales process to maximize sales and margin.

Collaborate effectively with United States teams and other stakeholders.

Travel

Must be adaptable with work and travel schedule and be available to travel for work which may include extended work hours during nights, weekends, and holidays. International travel may be required throughout the year, including periods of remote work within local offices within host cities. This position may require up to 20% travel to European territories and the United States.

A valid passport is mandatory.

This job description is not designed to cover or contain a comprehensive listing of the employee's activities, duties, or responsibilities for this job. Duties, obligations, and additional activities may change at any time with or without notice.

You Have These

Bachelor's Degree.

Minimum of 5 years sales and management experience in a sporting environment and in hospitality roles.

Fluency in English Required.

We'd Love If You Also Have These

Strong Communication, Presentation and Written Skills.

Established relationships and database with key corporate clients.

Sales Force CRM expertise, Asana and Excel.

Don't miss out on this exciting opportunity – apply now at dubaiofferz.com

#J-18808-Ljbffr

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