

United Arab Emirates Jobs Expertini®

Vice President of Sales

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Company: AIAlamein International University

Location: , , United Arab Emirates

Category: sales-and-related

Job Description

Our client is looking for an experienced Vice President of Sales located in KSA, Qatar, or the UAE. Applicants from Europe willing to relocate to the GCC region are welcome. Key Responsibilities: Lead and mentor a team of sales professionals to achieve and exceed sales targets. Develop and implement strategic sales plans to expand market share and drive revenue growth. Identify new business opportunities and establish relationships with key stakeholders. Analyze sales data and market trends to identify areas for improvement and optimization. Collaborate with other departments, including marketing and product development, to ensure alignment of sales strategies with overall business goals. Provide regular performance feedback and coaching to the sales team to drive continuous improvement. Represent the company at industry events and conferences to promote our products and services. Requirements: Bachelor's degree in business, marketing, or related field; MBA preferred. Minimum of 13 years of experience in sales, with at least 5 years in a leadership role. Proven track record of driving revenue growth and exceeding sales targets. Strong leadership and team-building skills, with the ability to motivate and inspire a high-performing sales team. Excellent communication and negotiation skills, with the ability to build relationships and close deals with key clients. Strategic thinker with a keen understanding of market dynamics and industry trends. Ability to travel as needed to meet with clients and attend industry events. Disclaimer: HAX consulting or the poster of the job are

not in control of the hiring process for this role, the job owner (partner) is in charge of the hiring process and will shortlist the ideal candidate accordingly.

Job Requirements

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