

REGIONAL SALES & BUSINESS DEVELOPMENT MANAGER

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Target Group

Professional Experienced and graduated

Occupational Area

Location

JOIN OUR TEAM!

OVERVIEW: The Regional Sales & Business Development Manager will be responsible for the development and performance of all sales related activities in TROX Middle East region. This includes setting of a sales strategy for Middle East and its countries, and all pre-sales, sales and after sales activities. The Regional Sales & business Development Manager will provide leadership and expertise to the sales team so as to achieve maximum profitability and growth for TROX Middle East in line with the TROX vision and values.

The Regional Sales & Business Development Manager will report directly to the Managing Director.

RESPONSIBILITIES: The Regional Sales & Business Development Manager will be required to carry out the following responsibilities as part of his role. This list is not exhaustive and may be amended by the Managing Director as required. Travelling across various countries is mandatory in order to attend various seminars and events. The Regional Sales & Business Development Manager shall take the full ownership of TROX growth in Middle East region by establishing wide network of contacts, finding the right channel partners and agents, liaising with directly with clients, end user, consultants and contractors. As well shall negotiate on behalf of the company the direct and indirect sales offers, proposal to secure purchase orders and receivables.

Strong leadership capabilities:

- › Entrepreneurial behavior and capability to work independently. Designing his own strategy and way to the success target

Hunger to Achieve/ will to win:

- › The candidate should have a strong desire to achieve and to have success

Target achievement:

- › Achievement of team targets including sales, profit, sales efficiency and factory order targets.

Planning & Strategy:

- › Responsible for defining short-term, mid-term and long-term sales strategy aligned with the company vision and mission. Including target customer plans, regional go to market plans and vertical approach plans as well as portfolio specific go to market plans. The strategy shall be aligned and coordinated with management. The strategy should define how to enforce regional expansion and portfolio expansion.
- › Coordinate and align with marketing department to work on a common goals and to have marketing supporting the sales objectives.
- › Accurately forecasts annual, quarterly and monthly revenue streams and support Management in annual budgeting process.
- › Facilitates an organization of continuous process improvement.
- › Recommends revisions to existing processes, policies and reports, or assists in the development of new processes and reports as needed.

Sales & Business Development:

- › Apply sales excellence methodologies
- › Increase number and quality of projects in the sales funnel (quantity) and increasing hit rate in same time (quality).
- › Expand the TROX Middle East product portfolio, and introduce innovative products by understanding specific market requirements and trends and assist in the launch of new products - client training / marketing / show participation
- › Developing relationships with key clients
- › Keep up to date with recent market and industry trends, competitors, and leading customer strategies
- › Identifying and reporting on new business opportunities in target markets
- › Representing the business at conferences, trade fairs and networking events
- › Engage in technical seminars, publications, conferences and with industry experts and universities

Team Leadership and Development:

- > Lead the team to success. Create a platform for each individual's success and personal development. A platform where every team member can develop himself and have success.
- > Responsible for the sales team by selecting and recruiting, orienting and training employees, monitoring its performance in terms of its efficiency and effectiveness as individual and team player. Guide the team in terms of quotation efficiency, customer visit efficiency, response time and quality of service, won and lost order review
- > Lead and record the internal sales meetings at least bi-daily
- > Reviews progress of sales roles throughout the company. Responsible for annual target setting in beginning of each year and performance review mid-year and end of the year of each sales team member
- > Enhance motivation, employee engagement, and enthusiasm within the sales team
- > Develop the team's system and product knowledge and soft skills by teaching them directly and utilizing offerings for training within TROX and externally
- > Oversee preparation and submission of quotations and material submittals and assisting the sales engineers with the same
- > Liaise with finance and logistic team for sales and order related tasks
- > Utilizing the CRM tool in its full functionality
- > Adhere to company policies, procedures, compliance guidelines and business ethics codes and ensure they are communicated and implemented by the sales team

High Level Sales:

- > Maintain existing and continually build new client relationships and secure new business opportunities throughout the region
- > Build up high level stakeholder network
- > Performs sales activities on major accounts and negotiates sales price and discounts in consultation with MD
- > Assist clients/ or make the sales team assist clients – Developers, Architects, Interior Designers, Consultants, Contractors and Sub-Contractors - in their selection of systems and system components

The Regional Sales & Business Development Manager shall build up peer support and strong internal-company relationships with HQs and other key management personnel in other regions.

General Qualifications:

- Mechanical, Industrial or Electro-Mechanical Engineering background.
- Minimum of 5-7 years' experience in similar industry with proven track record.
- Have an excellent technical understanding of HVAC systems with a special focus on Air Outlets, Dampers, Air Terminal Units, Air Handling Units and Fan Coil Units.
- Have a thorough understanding of the Middle East Markets including the technical and commercial understanding of the competition.
- Have a technical and commercial understanding of the TROX product portfolio and willing to Sell on Value by promoting high quality products
- Have a technical and commercial understanding of competitors' products
- Identify USPs of our products together with the product management and specify our products into projects and consultants.
- Have excellent presentation and communication skills. As well to be capable to work independently by designing his own strategy and way to the success.

TROX Middle East L.L.C.

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APPLY NOW!

Please drop your CV to info-me@troxgroup.com

