

Damaco Group – Sales Manager Middle East

Join the team

Job Description

The Sales Manager – Middle East is responsible for leading the sales efforts of food products in the market. This role involves developing and executing strategic plans, establishing partnerships, and achieving sales targets to drive business growth on a global scale.

- Research and analyse Middle East Market to identify market trends, customer preferences, and competitive landscape.
- Develop and implement sales strategies tailored to Middle East Market, taking into account local regulations, cultural nuances, and economic conditions.
- Set sales targets and objectives, aligning them with the company's overall business goals.
- Identify and establish relationships with distributors, retailers, wholesalers, and other partners in Middle East Market.
- Negotiate contracts, pricing, and terms with partners to ensure mutually beneficial agreements.
- Collaborate with partners to create effective distribution networks and maximize market penetration.
- Develop market entry plans for new markets, considering factors such as market potential, regulatory requirements, and competitive landscape.
- Coordinate market launches and promotional campaigns to create awareness and drive demand for food products.
- Develop accurate sales forecasts and budgets for Middle East Market, regularly reviewing and adjusting as needed.
- Monitor sales performance against targets, analysing variances and taking corrective actions when necessary.
- Identify potential risks and challenges associated with international sales, such as regulatory changes, geopolitical factors, and supply chain disruptions.
- Ensure compliance with international trade regulations, customs requirements, and food safety standards.
- Collect, analyse, and interpret sales data to assess market trends, customer behaviour, and product performance.
- Prepare weekly reports and presentations for senior management, highlighting achievements, challenges, and opportunities.
- Continuously evaluate sales strategies and tactics, seeking opportunities for optimization and improvement.

Profile

- Creative individual with innovative and commercial approach.

- Strong planning and organizational skills.
- Bachelor's or Master's degree in Business administration, Business, Marketing, International Business, or a related field.
- Minimum 5 years of experience in domestic sales in Middle East Market for Frozen Food
- Strong understanding of international markets, cultural dynamics, and global business practices.
- Excellent communication, and interpersonal skills.
- Proven ability to drive the sales process from plan to close
- Analytical mindset with the ability to interpret sales data and make data-driven decisions.
- Familiarity with international trade laws, and compliance requirements.

Offer

Damaco Group is a dynamic family-owned company with a no-nonsense mentality.

We offer an engaging autonomous job within a high-tech environment.

In addition to a great working atmosphere, friendly colleagues, and a highly diverse job, we provide you with a competitive salary, mobile phone, laptop, health insurance.

Do you recognise yourself in this profile and are you ready for this challenge?

Then quickly send your CV and cover letter to imad@damacofoods.ae

Who knows, you might be our new colleague soon!

<https://www.damaco-group.com>