

Sales Manager

Department/Discipline:	Construction
Position Type:	Staff/Permanent
No. of positions:	1
Work Location:	Doha, Qatar
Reporting to:	Managing Director

Job Description

Overview/Responsibilities

To be considered for this Sales Manager role you will be an experienced sales person within the construction industry. Ideally you will have an understanding of the construction process and how to manage all the stakeholders within the sales process. Ultimately the successful candidate will need to be able to work both as part of a team and by themselves, being keen to succeed within the professional environment.

- Develop the sales strategy for the region in conjunction with the General Manager
- Establishes sales objectives by forecasting and developing annual sales quotas for the region; projecting expected sales volume and profit for existing and new products.
- Implements sales programs by developing field sales action plans.
- Maintains sales volume, product mix, and selling price by keeping current with supply and demand, changing trends, economic indicators, and competitors.
- Establishes and adjusts selling prices by monitoring costs, competition, and supply and demand.
- Completes sales operational requirements by scheduling and assigning employees; following up on work results.
- Maintains sales staff by recruiting, selecting, orienting, and training employees.
- Maintains sales staff job results by counseling employees; planning, monitoring, and appraising job results.
- Maintains professional and technical knowledge by attending educational workshops; establishing personal networks; participating in professional societies.
- Contributes to team effort by accomplishing related results as needed.

Skills/Qualifications

- A BS degree in Business or Construction from an accredited university
- Demonstrated experience, prospecting, closing and lead generating skills
- Ability to work remotely in a dynamic, fast changing environment that requires a high degree of multi-tasking
- PC literacy mandatory; Microsoft Office proficiency; demonstrated knowledge of web-based presentation experience a plus
- Exceptional written and verbal communication skills in both Arabic and English

Diversity Statement

We are an equal opportunity employer that recognizes the value of a diverse workforce. We do not discriminate, and take positive steps to create an inclusive culture. All suitably qualified applicants will receive consideration for employment based on objective criteria.