

Regional Sales Manager LEVANT

We are seeking a dynamic and experienced Regional Sales Manager to oversee our trade sales operations in the Levant region. The successful candidate will be responsible for developing and executing sales strategies to drive revenue growth and market share within the trade sector. This role requires strong leadership skills, strategic thinking, and a proven track record in sales management within the lighting industry.

Key Responsibilities:

- Develop and implement strategic sales plans to achieve sales targets and expand market presence in the Levant region.
- Identify and pursue new business opportunities while maintaining and nurturing existing client relationships.
- Coordinate with other departments, including product development and logistics, to ensure timely delivery and customer satisfaction.
- Prepare and present sales forecasts, budgets, and performance reports to senior management on a regular basis.
- Manage a team of sales representatives, including setting goals and objectives, assigning territories and quotas, and overseeing performance.
- Collaborate with cross-functional teams, including marketing, product, and customer service teams, to ensure sales efforts are aligned with overall business objectives.
- Monitor market trends, competitor activities, and customer feedback to identify opportunities for growth and innovation.
- Develop and manage the sales budget, including forecasting and tracking expenses.
- Ensure that all sales activities are in compliance with company policies and procedures.

Qualifications:

- Bachelor's degree in Business, Marketing, or related field.
- 7+ years of experience in a sales leadership role, preferably in the lighting industry.
- Proven track record of achieving sales targets and driving revenue growth in a competitive market environment.
- Excellent communication, negotiation, and interpersonal skills.
- Strategic thinker with the ability to analyze market data and develop effective sales strategies.
- Proven track record of achieving sales targets and driving revenue growth in a competitive market environment.
- Strong leadership skills with the ability to inspire and motivate a sales team.
- Willingness to travel extensively within the Levant region.
- Fluent in English and Arabic, both written and verbal.