



## Job Description

**Job title:** Regional Sales Manager – Middle East Asia

**Business Unit:** Dubai      **Division:** Sales

### Role:

We are looking for a Regional Sales Manager to expand our customer base and achieve sales quotas for specific districts of our company. To be successful in this role, you should have previous experience and track record of meeting and exceeding set targets. You should also be able to supervise and motivate a team of support staff, inclusive of objective setting and training where required. Our ideal candidates combine excellent communication skills with a strategic mindset. Ultimately, you will ensure your area of responsibility meets and exceeds the expectations of our business objectives and contributes to our company's success in the long run.

### Relationships:

Reporting to VP of Sales

### Responsibilities:

#### Primary Responsibilities:

- Creating regional sales plans and quotas in alignment with business objectives
- Delivering on sales, revenue and cash targets set by the business
- Responsible for ensuring that the regional office is a successful Profit & Loss centre in its own right.

#### Other Responsibilities

- Create regional sales plans and quotas in alignment with business objectives
- Report on regional sales results
- Provide both forecast and minimum commit numbers for monthly, quarterly and yearly gestation periods as required.
- Identify hiring needs, select and train new salespeople if required
- Prepare and review the annual budget for the area of responsibility

- Analyse regional market trends and discover new opportunities for growth
- Address potential problems and suggest prompt solutions
- Participate in decisions for expansion or acquisition
- Suggest new services/products and innovative sales techniques to increase customer satisfaction

**Essentials:**

- Familiarity with CRM software
- Ability to lead and motivate a support team
- Excellent communication skills
- Strong organizational skills with a problem-solving attitude
- Availability to travel as needed

**Desirables:**

- Ability to measure and analyse key performance indicators (ROI and KPIs)
- Understanding of IMT Vislink products
- BSc degree in Sales, Business Administration or relevant field

**Experience:**

Candidates will be looked at preferably with extensive experience as a Regional Sales Manager, Area Manager or similar senior sales roles.

Please note, on the job training will be provided to the successful applicant.