

Head of Sub Vertical - Distribution Sales, Middle East

あなたの仕事内容

We are seeking a dynamic and experienced Head of Sub Vertical - Distribution Sales, Middle East to join our team in Dubai, United Arab Emirates. This key leadership role will be responsible for driving our distribution sales strategy and growth across the Middle East region.

- Develop and implement strategic sales plans to expand our distribution network and increase market share in the Middle East
- Analyze market trends, competitor activities, and customer needs to identify new business opportunities
- Build and maintain strong relationships with key distributors, partners, and stakeholders in the region
- Collaborate with cross-functional teams to ensure seamless execution of sales initiatives and product launches
- Monitor and report on sales performance, providing insights and recommendations for continuous improvement
- Negotiate and manage complex contracts and agreements with distributors and key accounts
- Ensure compliance with regional regulations and company policies in all sales activities
- Represent the company at industry events, trade shows, and conferences to enhance brand visibility and generate leads

あなたのプロフィール

- Bachelor's degree in Business Administration, Marketing, or related field; MBA or advanced degree preferred
- Minimum 10+ years of experience in distribution sales, with at least 5 years in a leadership role within the Middle East region
- Proven track record of driving sales growth and market expansion in the Middle East
- Strong strategic thinking and business acumen, with the ability to develop and execute long-term sales strategies
- Excellent leadership and team management skills, with a talent for motivating and developing high-performing sales teams
- In-depth knowledge of Middle Eastern markets, business practices, and cultural nuances
- Proficiency in CRM software and data-driven sales management tools
- Outstanding negotiation and communication skills, with the ability to build relationships at all levels
- Solid understanding of distribution channels, supply chain management, and relevant industry regulations
- Fluency in English; proficiency in Arabic or other regional languages is a plus
- Willingness to travel extensively within the Middle East region

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会社概要

Continental develops pioneering technologies and services for sustainable and connected mobility of people and their goods. Founded in 1871, the technology company offers safe, efficient, intelligent and affordable solutions for vehicles, machines, traffic and transportation. In 2024, Continental generated sales of €39.7 billion and currently employs around 190,000 people in 55 countries and markets.

The ContiTech group sector develops and manufactures, for example, cross-material, environmentally friendly and intelligent products and systems for the automotive industry, railway engineering, mining, agriculture and other key industries. Guided by the vision of “smart and sustainable solutions beyond rubber,” the group sector draws on its long-standing knowledge of the industry and materials to open up new business opportunities by combining various materials with electronic components and individual services.