

## Sales Manager

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Company: Top Notch Consultancy

Location: Muscat

Category: other-general

We are seeking to hire a highly motivated and dynamic **Sales Manager** for a Regional Conglomerate Leading Group and the position will be based in **Oman**.

The ideal candidate shall be responsible for leading and managing a high-performing sales team, driving revenue growth, and developing strategic sales plans to achieve company objectives.

### **Sales Manager Duties and Key Responsibilities:**

Develop and implement sales strategies and plans to achieve sales targets and maximize revenue growth in the automotive sector.

Lead, manage, and motivate a team of automotive sales professionals, providing guidance, coaching, and mentorship to drive performance.

Set ambitious sales targets and objectives for the team, monitoring progress and providing regular feedback and performance evaluations.

Identify and pursue new business opportunities, expanding the company's customer base in the automotive industry.

Build and maintain strong relationships with key clients in the automotive sector, addressing their needs and ensuring customer satisfaction.

Stay updated on market trends, competitor activities, and industry developments in the automotive industry to capitalize on business opportunities.

Collaborate with marketing and product teams to develop effective sales strategies, promotional campaigns, and product enhancements for the automotive sector.

Analyze sales data and generate accurate reports on sales performance, market trends, and competitors' activities for management review.

Conduct regular sales meetings with the team, providing updates on targets, performance, and market insights.

Stay updated on industry best practices, sales techniques, and product knowledge in the automotive sector, sharing relevant information with the sales team.

### **Sales Manager Skills and Qualifications :**

Bachelor's degree in Business Administration, Marketing, or a related field.

Minimum of 8 years of experience in sales management, preferably in the automotive industry.

Proven track record of driving sales growth and achieving targets.

Strong leadership and team management skills.

Excellent communication, negotiation, and interpersonal abilities.

Strategic thinker with a results-oriented approach.

Ability to thrive in a fast-paced and competitive environment.

Proficiency in Microsoft Office and CRM software.

Valid driver's license and willingness to travel as needed.

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