

## General Sales Manager

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Company: H&C International

Location: Saudi Arabia

Category: other-general

Leading Furniture Company is KSA Job title: General Sales Manager

**Job Objective:** Responsible for the development and performance of all sales activities in assigned market. Staffs and directs a sales team and provides leadership towards the achievement of maximum profitability and growth in line with company vision and values. Establishes plans and strategies to expand the customer base in the marketing area.

**Responsibilities:**

- Develops a business plan and sales strategy for the market that ensures attainment of company sales goals and profitability.
- Prepares action plans by individuals as well as by team for effective search of sales leads and prospects.
- Initiates and coordinates development of action plans to penetrate new markets.
- Assists in the development and implementation of marketing plans as needed.
- Provides timely, accurate, competitive pricing on all completed prospect applications submitted for pricing and approval, while striving to maintain maximum profit margin.
- Maintains accurate records of all pricings, sales, and activity reports submitted by Account Executives.
- Controls expenses to meet budget guidelines.
- Adheres to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented within the team.

**Relationships and Roles:** Internal / External Cooperation

- Delegates authority and responsibility with accountability and follow-up.
- Sets examples for Account Executives in areas of personal character, commitment, organizational and selling skills, and work habits.
- Conducts regular coaching and counseling with Account Executives to build motivation and selling skills.
- Maintains contact with all clients in the market area to ensure high levels of client satisfaction.
- Demonstrates ability to interact and cooperate with all company employees.

**Qualifications:**

- A

bachelor's degree in business management or equivalent • 10 years of experience in sales of retail branded products • Manufacturing experience is a plus • Excellent interpersonal, problem-solving, and organizational skills • Effective oral and written communications • Ability to multi-task • Self-motivated • Team leader with effective time management skills and the ability to responsibly manage Sales departments • Willingness to travel and work in a global team of professionals

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