

To accomplish the future growth of DKG international we are searching for an:

Area Sales Manager B2B Middle East (GCC focused) DUBAI based



What is the mission?

Within your area, you will be co-responsible, together with the existing commercial team, for the development and implementation of a sales strategy with a focus on primarily new customers in a business to business environment.

You will offer innovative products and services which will align with the customers' needs.

You will achieve the turnover and margin targets and will be able to convert new business opportunities into actions.

You are experienced or familiar within the Residential Contract Environment/B2B market, targeted at developers, A&D, constructors, this aligned potentially with master dealernet environment.

You are experienced in the B2B environment in the GCC and are already based in Dubai.

You will be primarily active in the UAE and Saudi as a start.

Personal profile? Experienced and self driven.

In addition to several years of sales experience in project driven sales in the residential real estate B2B, an experience in design and functionality products would be needed. An affinity with quote environment processes would be a plus.

You are a self-driven person with a high level of independency around planning, solution finding, prospection and networking.

Additional conditions:

- + Negotiating skills and strong in building and maintaining relationships.
- + Able to adapt and respond to changing situations.
- + Strong in planning, organizing and managing projects, resources and people.
- + Excellent in English language in speaking and writing and another European language (French preferred).
- + Familiar with key account hunt and development.

Our offer?

DKG, the parent company behind Keller Kitchens, is an ambitious group with a mindset and result driven mentality.

DKG is the B2B market leader in the Netherlands.

This is a newly created position and we offer personal growth potential for outstanding candidates.

Package conditions are aligned with the job profile together with a dynamic incentive scheme.

More information or apply immediatly?

If you are interested, please send us an email with your motivation and CV in English before the 10th February to Joop van der Linden, HR Advisor, (jvdlingen@dkgservices.nl).

For questions about the job you can contact Julien Fanton, Managing Director DKG International, (jfanton@dkginternational.nl), Mob: 0031-6-22448078.

A PI and PLI (PREDICTIVE INDEX® and PREDICTIVE LEARNING INDEX®) tests are part of the application procedure.

