

المملكة العربية السعودية

JOB VACANCY

**PROJECTS SALES DEPARTMENT STAFF REQUIREMENTS**

one of the leading distributors for lighting system and security systems in Saudi Arabia

**PROJECT AREA SALES MANAGER**

**JOB PROFILE:**

As the Projects Area Sales Manager he will be responsible for the overall direction, coordination, implementation

To manage Project sales team, the management of Sales team to target the private and government sectors

**CAPABLE AND RESPONSIBLE TO:**

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|---|-----------|
| - Building a very good relationship with a network of   | consultan |
| - Lead the planning and implementation of projects.   |           |
| - define project's tasks and resource requirements  |           |
| - Develop full scale project's plans  |           |
| - Provide direction and support to project sales team   |           |
| - Constantly monitor and report on progress of the project's to all Higher Management.                      |           |
| - Present reports defining project's progress, problems and solutions.                                      |           |
| - Requires full credibility in the information by and the responsibility toward accuracy. Ability to follow |           |

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**QUALIFICATIONS REQUIRED:**

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| - Electrical Engineering.  |           |
| - Min. 8 to 12 years Sales Manager Experience in Projects Sales in "Lighting" industry.( | Gulf Expe |
| - Very good skills in Sales & Marketing  |           |
| - Good communication, lessening, and presentation skills                                 |           |
| - Commitment and Drive are essential   |           |
| - Fluent in English  |           |
| - Age 30 to 40   |           |

**Key Skills:**

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| • critical thinking and problem solving skills |
| • planning and organizing                      |
| • decision-making                              |
| • communication skills                         |
| • influencing and leading                      |
| • delegation                                   |
| • team work                                    |
| • negotiation                                  |
| • conflict management                          |
| • adaptability                                 |
| • stress tolerance                             |

-	Salary: Negotiable.
-	Allowances: 10% Transportation + 25% Accommodation (16% for singles)
-	Medical Insurance covered
-	Two ways air tickets upon contract renewing (If Married tickets for you, your wife and two children)
-	Commission

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