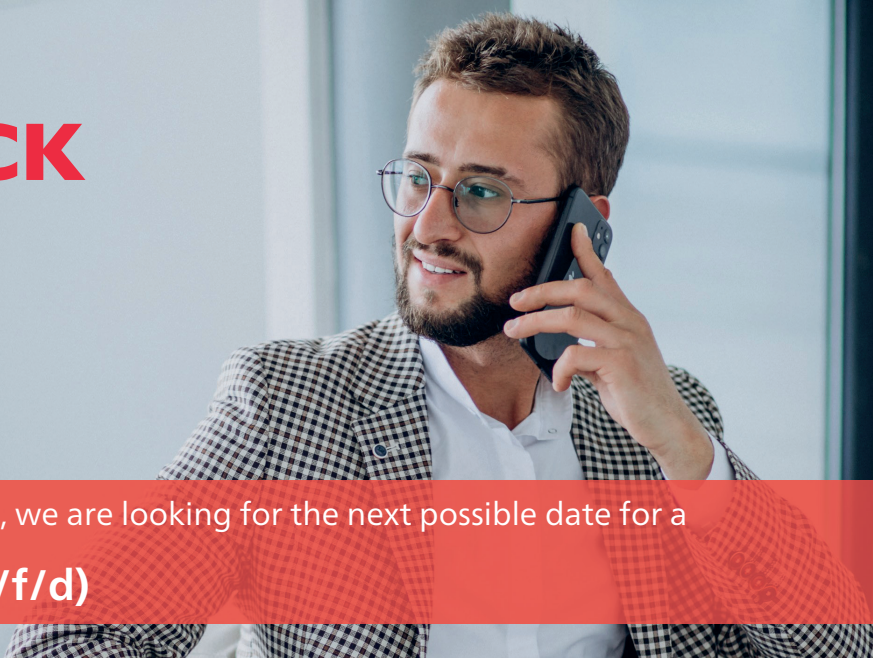




To strengthen our Sales Team, we are looking for the next possible date for a
Sales Director KSA (m/f/d)

BBC Cellpack Electrical Products is looking at maintaining and growing its Market share in the region to contribute to Cellpack business growth Strategy.

You will actively support the establishment, expansion and maintenance of commercial relations with a focus on key customer customers within the KSA in order to achieve the sales objective, grow and develop a team of sales professionals. Become part of our team and drive the further development of our sales team!

Your Tasks

Sales & Business Development

- Build regional sales plan, strategic Account Plans, commercial frame agreements
- Achieve sales objectives according to the sales action plan
- Articulate Go to Market & Marketing plan to achieve revenue plan
- Structure Offer & Tender preparation to sustain business development and sale plan
- Follow up on commercial margin commitments
- Ensure forecast accuracy
- Engage into strategic relationship with key customers in KSA
- Engage with Cellpack teams present in the region
- Keep abreast of evolutions of product, solutions and service offers for each market segment
- Design & execute on Business Development plan for the region
- Select partners & agents where necessary in full compliance with group policies
- Control Sales costs as per plan
- Run Lobbying activities
- Build Cellpack Brand awareness and image in the region

Sales Management (team of 2 Sales Engineers)

- Staff, Manage & develop sales teams according to the defined sales plan
- Set annual & quarterly sales objectives (pricing, margin targets, go to market, customer visits)
- Monitor Sales forecast
- Ensure Key Account accuracy
- Ensure sales team are properly trained (products & solutions)

- Get interaction going between sales and marketing team
- Ensure interface with sales front office to support their activities
- Report Sales actions & results to Managing Director of GCC
- Ensure customer & market intelligence is properly passed to marketing teams
- Participate in main contracts and negotiations for major customers
- Ensure Compliance and implementation of Group rules and policies in matters of the Group Code of Ethics, as well as any pertinent areas of risk management or internal controls related to the employee's job responsibility.

Your profile

- Senior sales leader with 15 years of experience.
- Excellent exposure to business in KSA in Utility, Oil & Gas, Data Center, Renewable and B&I segments such as SEC, ARAMCO, GACA, PIF, ACWA, Royal Commission, Railway...etc
- Excellent experience to manage stockholders such as end user, contractors, Channels, and consultants
- Excellent communication, collaboration skills, working in matrix and team player
- Very Sound technical knowledge in Cable Terminations, joints and cable technology
- Fluent in Arabic & English Languages
- Supplementary degree in Sales Management

Apply online now!

<https://www.cellpack.com/de/online-bewerbung>



WE CONNECT YOUR ENERGY.

BBC Cellpack Electrical Products is an international expert in cable connection systems and accessories for low and medium voltage. With around 350 employees, BBC Cellpack has established an excellent reputation in the industry.

Behr Bircher Cellpack BBC Middle East FZE | JAFZA One, Tower B, Office 1018
P.O. Box 61143 | Dubai, United Arab Emirates