

Sales Manager - Alzayani Investments (Powered By Qureos)

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Company: Qureos Inc

Location: Bahrain

Category: other-general

Position Sales Manager

Company: Alzayani Investments

Location Bahrain

Salary: Competitive

Responsible for selling products that best suits the customer needs. Promote and sells to customers through a relationship-based approach.

Key Performance Areas to include but not limited to:

Responsible for managing Al Rifai retail store's daily operations and SPOC for wholesale and retail sales.

Responsible for new business development, admin, P&L control, and inventory management. Monitor operating costs, identify opportunities for cost reduction, challenge unauthorized activity, monitor value for money, give direction & allocate resources to achieve/recover

business plan performance.

Achieve growth and meet sales targets by successfully managing the sales team, managing recruiting, objectives setting, coaching and performance monitoring of sales representatives.

Must understand merchandising, product placement and how to display products to make the customer shopping experience flow seamlessly.

Lead major change & property development projects in the market like – Mall developments, new store openings, support new business initiatives, and lead project management processes.

Present sales, revenue and expenses reports and realistic forecasts to the management team.

Responsible for monitoring the performance of the sales team and providing any relevant training.

Well groomed, clean, and ironed dress, positive attitude, and body language at all times.

Must be aware of and use all safety, security, and legal procedures of the company.

Must have a healthy work attendance and approach/attitude towards all subordinates, superiors, and customers.

Must work in a location specified by company and is willing to move to other as per the company requirements.

Requirements:

English essential, Arabic preferred

Work experience in F&B

Basic IT

Should have good written and verbal communication abilities

Cross References and Citations:

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