



PR/094647 | Dubai Country Manager

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1514558

Industry

IT Consulting

Job Type

Permanent Full-time

Location

China

Salary

Negotiable, based on experience

Refreshed

January 7th, 2025 10:32

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Job Advertisement Template
COMPANY OVERVIEW

Our client is a leading innovator of smart intercom, deliver better communication, greater security and more convenience, driven by which we have been investing heavily in R&D annually and continuously fostering software and hardware development capability.

JOB RESPONSIBILITIES

- In alignment with the company's strategic objectives, develop sales strategies, manage the sales of company products, and ensure the achievement of sales targets.
- Responsible for maintaining existing channel partnerships in the assigned region, establishing and enhancing solid and positive customer relationships; oversee the construction of subordinate channels; and expand into new channels.
- Manage the maintenance and further expansion of direct sales to key accounts in the assigned region; develop new clients through multiple channels.
- Collect various types of market-related information.

JOB REQUIREMENTS

- Passionate about overseas sales, strong execution ability, good learning capacity, communication, coordination skills, and team collaboration abilities.
- Bachelor's degree or above, with good English proficiency to effectively communicate with international clients.
- Familiar with the full range of international trade and foreign trade documentation operations; understand relevant policies, regulations, conventions, and practices of the international market.

Working Location: Dubai

Apply online or feel free to contact me directly (via email: charlotte.guo@jac-recruitment.com) for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

Guo Run (R24124139)

JAC Recruitment Pte. Ltd. (90C3026)

#LI-JACSG

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Company Description