

	DOCUMENT TITLE:	Doc No: JD06
	JOB DESCRIPTION	Rev : 0
		Date of Issue: 15-08-2015

JOB TITLE SALES & MARKETING MANAGER

PURPOSE To lead all sales & marketing activities.

LOCATION Dubai

REPORTING TO General Manager

KEY RESPONSIBILITIES:

1. Prepare Sales & Marketing strategy
2. Identify new markets & segments
3. Lead the sales team
4. Submit period reports on strategy and performance to the company.
5. Lead the Site & service team
6. Generate sales for the products and services being handled by the company.
7. Coordinate with online marketing team to promote the products and services.
8. Any other related tasks assigned by General Manager from time to time
9. Coordinate for participation in exhibitions, conferences etc.
10. Products & Services to be marketed are as explained in our website www.vackerglobal.com

Key Performance Indicators

The performance of the designated person is evaluated based on the following measurable performance figures:

- a. Sales figures achieved on monthly and yearly basis
- b. Net profits generated against the sales.
- c. The customer satisfaction level of the company, based on customer evaluation surveys.

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Qualification for the post

Essential

- a. Engineering Graduate (BE, B.Tech or equivalent) in Electrical, Electronics, Automation or Computer Engineering.
- b. Should have at least 10-15 years total experience at the time of joining.
- c. Should have 5-8 years of relevant experience in UAE at the time of joining.
- d. Valid UAE driving license.
- e. Good written & spoken skills in English Language.
- f. Should have managed a team of at least 5 sales personnel.

Desired

- a. Experience in online marketing, SEO etc.
- b. Knowledge of Arabic
- c. Specialization in marketing such as MBA

Approved by General Manager	Date : 15-Aug-2015
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