

**Management Consulting Unternehmensberatung Peter Mischke
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Position to be occupied:

***Regional Manager Architectural Sales GCC and
Levant***

Location: Delhi / India

Background of the company

Founding year	Confidential
Sales	Confidential
Areas of business	Multinational
Number of employees	They employ 18,000 people across their locations in more than 25 countries, on five continents.
Headquarter	KSA
Location of the position	Delhi / India
Details and general information	Confidential

Position details

<p>Duties and responsibilities</p>	<ul style="list-style-type: none"> - Participate in formulation of overall sales strategy - Set a plan to call on designated accounts within a region, manage strategic distributor partners, develop and maintain key relationships with end uses, analyze competitive activity and deliver a sales plan. - Set a system that will solve problems and create value for our customers, provide solutions that improve productivity, improve quality, decrease costs, and increase Sales Revenue. - revising all the objectives of his reporting sections and approve their action plans and follow up on its implementation - review the organization structure and recommend adjustment needed for better performance in coordination with HR - May participate in development of the sales policies and Procedures Manual - work out strategies for build up and progress of the Regional Clients Database -Lead the development of Regional Sales annual budgets and forecasts, monitoring and reporting variances from these plans. - Ensure that the Regional sales team meets customer's and business needs through the scanning of Market and provide strategic orientation for Management on new sales areas and opportunities. - Conducts training sessions to present and discuss sales techniques, ethics, and methods of maintaining sales quotas. - Accompanies sales agents and clients to observe utilized, and counsels agents regarding matters, professionalism, financing, and sales closings. - Confers with sales agents and clients to resolve problems, such as adjusting sales price, Technical specifications, or accepting closing costs. - May confer with legal authority to determine if transactions are handled in accordance with the laws and regulations governing Glass industry. - Champion these practices and processes with the regional team to ensure operational alignment - Screens and hires sales agents - Ensure that the sales of the region are generated with high quality, cost effective and Time responsive as per sales order and customer specifications - Assist in the formulation of corporate credit policy and ensure that no deviation by sales of organization or customers happens. - Communicate with internal and external customers to improve coordination, cooperation and implementation of new procedures or processes.
<p>Reporting</p>	<p>Management of the plant in HQ</p>
<p>Remuneration</p>	<p>By agreement, adequate to the responsibilities</p>
<p>Benefits</p>	<p>By agreement</p>

Start	ASAP
Authority	<ul style="list-style-type: none"> - within the aligned strategy - within an aligned budget - with aligned initiative
Holiday	By agreement
Traveling	Project based, by agreement
Development in the company	<ul style="list-style-type: none"> - Substantial possibilities for development alongside the company - May assume super ordinate tasks within the group

Profile of qualification

Education	Higher education in technical field (Engineer, University of Applied Science)
Work experience	Comprehensive experience with a similar position in Middle East preferably in KSA

<p>Qualification</p>	<ul style="list-style-type: none"> - Knowledge of and interest in technical matters, experienced in the field of building services if possible - Good managerial knowledge - Professional management skills inclusive employee motivation - Highly sales-driven and respective experience with sales in the KSA / GCC - Readiness for intensive communication both with our market partners and internally as a role model - Good contacts and a good industry-specific network, ideally pre-existing and knowledge of the KSA / Middle East market - We also accept candidates with good profiles from the second row - Strategically and operationally manage all Regional sales performance to achieve organizational objectives in more market penetration and to increase customer's database and Manage all regional sales, quotations, tenders and field sales teams - maintain relationships with all and clients to maximize opportunities and efficiencies to ensure business growth - Responsible for the generation of new sales in predetermined geographic territories as well as customer retention. - Accountable for key Regional sales business performance metrics including sales, people retention, visit compliance, expense management etc. - Achieve goals and objectives through effective leadership of sales supervisors and Sales Associates within the regional responsibility - Lead and motivate a multi-disciplinary workforce while promoting a culture of teamwork and continuous improvement. - Set, monitor, measure and evaluate efficiency and effectiveness standards for Regional sales department. - Achieve his Regional Sales quarterly quota. - Be knowledgeable of and adhere to professional practices established by the client and sales process and controls to achieve operational excellence - Accountable for compliance with HR policies, guidelines and procedures. Provide direction to supervisors to establish performance standards and expectations for sales employees'.
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Personality	<ul style="list-style-type: none"> - Mature and experienced management personality, good personal effect, naturalness - Calm, collected manner - Vigorously, if required - Enthusiastic, able to enthuse others, too - Able to think mid- and long term - Familiar with the Arabic business culture - Stable and reliable - Role model - Healthy mixture of a tendency to act both conceptually and operationally - Solution-oriented
Languages	<ul style="list-style-type: none"> - English oral and written, Arabic and further languages an advantage

Other information

We offer	<p>An interesting challenging area of responsibility with excellent career development possibilities in a dynamic international company. The remuneration is adequate to the responsibilities.</p> <p>We have aroused your interest? Please send your application to global@consulting-mischke.de.</p>
Contact	<p>Management Consulting Unternehmensberatung (MCU) Peter Mischke Mainstraße 2 61352 Bad Homburg / Region of Frankfurt / Germany Tel. 0049 (0) 61 72 - 94 49 00 Fax 0049 (0) 61 72 - 94 50 05 http://www.consulting-mischke</p>
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