

## **JOB DESCRIPTION**

<b>POSITION TITLE: -</b>	<b>Regional Sales Manager</b>
<b>DEPARTMENT</b>	Sales
<b>LOCATION</b>	Base location: Riyadh, KSA. Would also be managing Kuwait & Bahrain
<b>REPORTING TO</b>	VP & Head of Sales - CEMEA
<b>DIRECT REPORTS</b>	Sales Managers (depending on business size and coverage achieved)
<b>OBJECTIVE OF THE ROLE</b>	<p>The role is to focus on achieving the organization's goals &amp; sales revenue targets by developing and executing defined business plans. The individual will lead all market development activities to drive the expansion of the business. This will include coverage of the region to create awareness of the organization's product suite, identify and tap into the right decision-makers in banks, corporates, SMEs, other key partners coordinate with regulators and key policymakers in the region to ensure market leadership</p>
<b>KEY RESPONSIBILITIES</b>	<p><b><u>Sales Budgeting, Planning &amp; Forecasting:-</u></b></p> <ul style="list-style-type: none"> <li>• Aligns with the company's plans for the region and actively participates in shaping strategies to achieve them</li> <li>• Formulates sales objectives and procedures for the region's targets</li> <li>• Responsible for managing and controlling the sales budget</li> <li>• Manages the sales, service, and business relationship with designated Key Accounts</li> <li>• Works closely with product &amp; solutions to provide market intel to ensure solutions are locally relevant.</li> <li>• Conducting sales review meetings during visits to key accounts and ensuring the health of business and organic growth</li> <li>• Competition and market intel, pricing, product, scheme analysis</li> <li>• Develop alternative sales channels in addition to direct selling to banks to accelerate business target achievement</li> <li>• Travel to assigned territories, key retail promotional and training events, and trade shows</li> <li>• Design and implement sales programs and develop strategies to optimize sales.</li> <li>• Follow up on leads and work with Customers, partners, and external representatives to maximize sales and implement programs.</li> <li>• Coordinate and manage a team of customer success representatives to ensure excellence in service, quality by attending &amp; solving the customer complaints in time.</li> <li>• Conducting Annual conferences/ reviews with customers</li> <li>• Training &amp; proper Motivation to Sales Staff of various regions</li> <li>• Conduct technical training, competitive analysis, and product promotion for the sales force, external representatives, and key retail events.</li> </ul>

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<b>COMPETENCIES/SKILLS</b>	<ul style="list-style-type: none"><li>• Commercial Cards Issuing / Acquiring experience</li><li>• Good knowledge of overall banking – corporate</li><li>• Maintain a thorough knowledge of the product offerings</li><li>• Self-Motivated, Energy and driven to conduct business</li><li>• Tactful in handling Clients</li><li>• Networking &amp; ability to build relations</li><li>• Goal-Oriented</li><li>• Leadership qualities, Innovative &amp; a team player</li></ul>
<b>KEY PERFORMANCE INDICATORS</b>	<ul style="list-style-type: none"><li>• To ensure achievement of targeted revenues through increased sales and collection management</li><li>• Growth in revenue (Region wise)</li></ul>
<b>EXPERIENCE</b>	<ul style="list-style-type: none"><li>• At least 7-10 yrs in Sales, Business Development &amp; Relationship Management in financial services in Oman (Preferred) or other GCC countries</li><li>• Fluency in English and Arabic is a must</li><li>• Authorization to work in Oman and/or other GCC countries</li></ul>