



DICOTA has been developing Notebook cases and accessories for over 29 years. We are the market leaders in the DACH region and are expanding internationally. The Swiss German group is internationally oriented, with subsidiaries in Germany, Hong Kong and the United Arab Emirates. The products are distributed in around 60 countries.

SALES MANAGER (M/F)

Location: Qatar / Start: January 2022

To support the company's long-term double-digit growth, we are looking for a motivated and ambitious individual to lead the following strategic activities

Your main tasks:

- Managing organizational sales by developing a business plan that covers sales, revenue, GP, and expense controls
- Setting individual sales targets & meeting planned sales goals
- Tracking sales goals and reporting results as necessary
- Overseeing the activities and performance of the partners & clients
- Developing your macro team through motivation, counselling, and product knowledge education.
- Understand our ideal customers and how they relate to our products & increase our reach

Your profile:

- At least 3 years of professional experience in sales management or a similar position.
- Experience in driving product vision, launch plan, and growth strategies
- Good understanding of sales, marketing & operational. Very good analytical and organisational capabilities
- Start-up mentality with a creative and results-oriented approach to problem solving
- Organized personality who enjoys working in a dynamic and international environment & can be independent
- Bachelor's degree in business or related field & Experience in planning and implementing sales strategies
- Experience in customer relationship management
- Excellent written and verbal communication skills & dedication to providing great customer service

We offer you:

- A strategic position within the DICOTA Group
- Flat hierarchies and high autonomy at work
- A dynamic work environment where your skills and personality make the difference
- A collegial working environment with an enthusiastic corporate culture

In the owner managed DICOTA Group, your commitment and performance will be recognized, appreciated and promoted. We look forward to receiving your detailed application and salary expectations by e-mail to Eshi Jerome (eshi.jerome@dicota.com).