



Sales Manager, Event Rentals Team

The company

Desert River, established in 2004, is a dynamic and innovative event rentals company with a cool, contemporary and original portfolio of products.

We rent out premium design furniture, unique vintage party vehicles, lighting, props and decoration for corporate and private events in the UAE and the GCC region.

In addition, we are the official GCC distributor of well-known European furniture and lighting brands such as Fatboy, Fermob, ImagiLights, IXXI and Slide, and supply to many hotels, offices and retailers in the Middle East.

Teamwork, integrity and fun are essential to our company's culture.

The role

For our **Event Rentals Department**, we are looking for a **Sales Manager**.

Main responsibilities:

- Promoting & marketing Desert River's event rental services in the UAE.
- Maintaining existing, and developing new, relationships with event organizers, hotels and corporate customers who rent furniture, lighting & decorative items from us.
- Conducting an agreed number of customer meetings per week. This is not a desk-job, you will be "on the road" for at least 70% of your time.
- Meeting quarterly revenue targets.
- Taking briefs and enquiries from customer for their events, and preparing presentations, quotations and floor plans based on their requirements.
- Following up with customers regarding their events, and actively converting quotations into bookings.
- Attending site visits to take briefs for specific events.
- Having an in-depth knowledge of our rental furniture portfolio.
- Interacting daily with our operations team to ensure smooth execution of booked events.
- Represent Desert River at industry events and tradeshow



The person

The successful candidate:

- Is a highly motivated and switched on individual, with a minimum of 2 years' experience in a sales role in the Events or Hospitality industry.
- Is commercially focused and enjoys working with a team to achieve revenue targets.
- Has excellent organization, negotiation & communication skills, and the ability to work within tight deadlines.
- Is confident in dealing with an international and demanding customer.
- Has great inter-personal skills, and a customer-friendly attitude.
- Has the stamina and drive to be constantly on the hunt for new business.
- Proficiency in Microsoft Office and fluency in English are essential.
- UAE driving license is a MUST.
- **Is already UAE based. We cannot consider applications from outside the UAE.**
- **IMPORTANT - PLEASE ATTACH YOUR CV IN PRINTABLE FORMAT TO YOUR APPLICATION**

The package

We offer an attractive salary, bonus scheme, a 5-day working week, health insurance, annual air ticket, and sponsorship.

Response

Clock-watchers, pencil-pushers and driftwood need not apply, but we'd love to hear from you if you have passion, humor and a love for pleasing customers. A sense of responsibility would also be essential. Send your CV and a brief explanation as to what qualities you could bring to our company, by email to passion@DesertRiver.com