



JOB OPPORTUNITY

SALES MANAGER – HOSPITALITY

The company

Desert River is a dynamic and innovative trading company in contemporary furniture and lighting. We are the distributor of well-known European brands such as Fatboy, Fermob, ImagiLights and Slide, and supply to many well-known hotels, restaurants, and retailers in the Middle East.

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

The role

You will be taking care of our business-to-business and project sales and sell our furniture & lighting solutions to customers in the hospitality and interior design sector.

Main responsibilities:

- Frequent meetings with new and existing customers to demonstrate our product ranges and to uncover business opportunities
- Conduct 12-14 pre-qualified meetings per week
- Reaching quarterly sales targets
- Negotiating prices, discounts and terms
- Create quotations and tender bids
- Ensuring the sales pipeline remains filled with opportunities
- Working closely with the sales coordinator and operations team to ensure swift processing of enquiries, deliveries and payments
- Participate at trade shows and exhibitions

The person

We are looking for a highly motivated and dynamic individual, with at least 3 years of proven experience in a sales role in the (contract) furniture or hospitality supplies industry.

You enjoy being "on the road" to meet with prospective customers and take pride in planning and organizing your own meetings to meet set targets. You should have excellent written and spoken communication skills in English, and advanced skills in Word, Excel and Powerpoint.

You get a kick out of reaching targets, are a good listener, and have a confident and friendly personality. You enjoy juggling several opportunities at the same time. Above all, you just love selling and you can make everyone excited about our products.



A UAE driving license and own car is a pre-requisite.

WE CAN ONLY CONSIDER UAE BASED CANDIDATES FOR THIS POSITION. IF YOU ARE NOT BASED IN THE UAE, PLEASE DO NOT APPLY.

The package

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

IMPORTANT – PLEASE ATTACH YOUR CV IN PDF FORMAT TO YOUR APPLICATION

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, only by email to passion@DesertRiver.com

Applications received through other channels will automatically be disqualified.

Let's talk!

January 2019