



HOPPEN
TIME TO CARE

Sales Manager – MENA

Join our team and play a significant role in developing our company worldwide. Within a very dynamic environment with ambitious challenges.

Reporting to the head of international business. The main objective of this position is to increase the sales turnover within your dedicated markets & ensure profits/margin returns.

MISSIONS (NOT LIMITED)

- Prospection and business identification.
- Animate and support local partners, as well as direct Sales Operations.
- Identify local partners for indirect markets.
- Accounts follow-ups and loyalty in order to create a long-term customer relation.
- Identify & manage tender's projects.
- Regular reporting of your business actions with the head of International Business.
- Support the team in the organization & represent the company during different promotional events (exhibitions, etc).

PERSONALITY AND ATTITUDE

- Customer's oriented (External and Internal).
- Highly organized & Good analyzing skills.
- Willing & available to travel (minimum 50%).
- Willing to continuously learn.
- Independent & ability to take initiatives.
- Team spirit.
- Good communication skills.



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PROFILE

- Significant experience in B2B complex sales structures. Minimum 5 Year's sales experience.
- Excellent English written and verbal communication skills (Additional languages highly appreciated).
- Proficiency in using MS Office (Excel, Word, PowerPoint).
- High interest or/and Business experience in the MENA area.
- High interest or/and experience in Digital and innovative technologies.
- You ideally have some experience in the healthcare market (hospitals, clinics, etc).

ADVANTAGES

- Fixed Salary & Sales Commissions.
 - Laptop, phone & Travelling expenses.
- Duration:** Permanent contract starting ASAP.
Probationary period: 4 months renewable.

You can send your application at rh@hoppen.care

WE ARE WAITING FOR YOU!

www.hoppen.care