



Job Title	Country Sales Representative /KSA
Report to Manager	Head of Sales and marketing / General Manager
Location	Position will be based in KSA
Role Purpose	Responsible for developing sales strategies and managing sales Leads in order to achieve set sales goals, targets and revenue.

Working Relationships

Internal with needed department to complete the work flow circle.

Duties and responsibilities

- Analyze, determine the most crucial needs of the key customers, and ensure that they receive first-class customer care and service.
- Devise strategy to manage the account and setting objectives about the account management for all key accounts executives.
- Develop and implement effective sales strategies
- Ensure to achieve account profitability at all time for all accounts.
- Interact and communicate with the client on a regular basis to determine changing requirements and preferences and on-time delivery of products.
- Perform continuous market analysis and research on the dynamics of the account.
- Conduct periodic account reviews and ensure set volumes and revenue targets are achieved.
- Provide leadership and guidance to your customer service, planning and logistics teams to ensure that customers receive their appropriate shipments.
- Utilize in-depth industry knowledge to build credibility and become a trusted advisor with customers.

Health and Safety

- Follow safety instructions put in place to prevent workplace injuries or accidents.

Knowledge and Skill Requirements

- Must be a college Graduate, preferably in the field of Business Management, Behavioral Science or any other related courses.
- 5-8 years extensive experience in Sales & Marketing in manufacturing, preferably in corrugated box production
- Excellent track record of achievements in various aspects of sales and marketing with solid business acumen
- Adaptability to the changing and challenging business environment and willingness to accept and implement new ideas
- Excellent communication skills in English Arabic speaker would be advantage.

For interested candidates Please send your resumes to HR@arabpack.com – with the subject line mentioning the role that you wish to apply