

## Director of Sales W/M - Algeria

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Company: Michael Page

Location: Algeria

Category: other-general

- Crafting and implementing a sales plan aligned with the company growth objectives.
- Establishing and strengthening relationships with influential figures in federal, government intelligence and law enforcement agencies.
- Conducting market research to identify opportunities and stay competitive.
- Providing regular sales forecasts and pipeline updates to our management team based overseas.
- Collaborating closely with internal teams to ensure an exceptional customer experience.
- Developing expertise in regulatory and compliance aspects, particularly in dealings with federal intelligence and law enforcement agencies.
- Coordinating with different departments to deliver customized, high-quality solutions.
- Representing our company at industry events to enhance our brand presence.
- Preparing and delivering compelling presentations and proposals, closing deals effectively.

Continuously monitoring and reporting on sales performance, market trends, and competitor activities.

## **The Successful Applicant**

**Sales Professional:**Your extensive background in sales is a testament to your expertise in driving results.

**Negotiation Guru**You possess excellent negotiation skills, able to sway and close deals effectively.

**Strong Communication skills** Your communication and presentation skills are top-notch, allowing you to convey complex technical information to non-technical audiences with ease.

**Stakeholder Whisperer:**Building and nurturing relationships with key stakeholders is second nature to you.

**Tech-Savvy Communicator:**You're adept at dissecting intricate technical details and articulating them in a way that resonates with those who may not be tech-savvy.

**Tech Tools Pro**Proficiency in the Microsoft Office Suite and CRM software is part of your skill set, making you a modern sales professional.

## **What's on Offer**

Attractive package

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