



Middle East Sales Manager

Date: August 2021

Salary band: £competitive + company PRP scheme

Location: Newport

Duration: Temp to Perm

Hours: Sunday to Thursday 8am-5pm (Sunday home based, Mon-Thurs office based – reviewed after 3 months)

Line manager: Commercial Director

Direct reports: NA

Scope of role:

The Middle East Sales Manager will be responsible for all Sales into the Middle East region. With clear targets to grow sales to existing customers, but also develop new business with current and new customers. With a clear focus on supplying retail customers directly in pre agreed programs, the individual will be an excellent communicator and able to build effective relationships with customers.

Responsibilities:

- Set regional sales budgets by product in conjunction with the Commercial Director to meet the new Group revenue and profitability targets
- Ensure the agreed Group targets are kept in mind in all areas of day-to-day business to maintain personal and team goals to achieve these targets
- Work in conjunction with all departments to ensure that the season for all commodities is adequately planned and where appropriate customers are kept informed of all changes to the supply plan where this may impact the customer
- Maintain and develop appropriate and effective communication to the customer to ensure best in class account management which includes but is not limited to; managing claims and rejections, keeping the customer updated on market conditions and any local challenges which may affect supply, monitoring credit position and flagging well ahead of time when this may impact ability to supply
- Understand their business requirements by actively listening to the customer and responding to their requests in a timely manner. From this, build a plan for strategic development and co-ordinate projects to achieve objectives
- Continually identify opportunities to expand sales within the sector and communicate regularly with the Commercial Director to ensure these opportunities are assessed
- Administer all sales within the Jupiter sales system to ensure invoicing is both accurate and timely

Requirements:

- Experience managing Fresh Produce sales to customers
- Understanding of logistics in fresh produce within the Global market
- Experience in working with multi-disciplinary teams
- Proactive, solution provider and problem solver
- Ability to work under pressure to strict timelines

- Ability to adapt to and comply with internal and external business process
- Administrative and computer skills
- Excellent organisational skills to ensure multiple tasks can be completed within tight deadlines
- Competence in Microsoft Office products

Who we are:

As a fast paced international business who are continually growing and developing, we nurture a culture of self-motivated, hardworking and honest individuals.

We have clear company values that we encourage our people to live by. It is important that applicants can uphold these values.

Integrity- act with good character, ethics and morals

Trust - build your relationships on trust

Openness - talk straight, communicate well, and be open to new ideas

Respect and patience - be tolerant, good natured and understanding

To help others - make a difference to others lives in a positive way

Work hard and enjoy life - contribute and enjoy your role

Recognise success - when praise is due say 'well done'

Continual improvement - always strive to do a better job

Benefits:

- 21 days holiday + Bank Holidays
- Annual PRP scheme
- Pension scheme
- Relaxed dress code
- Relaxed multicultural environment

NOTICE: please refer to the **Data Privacy Statement** on our website footer at www.jupitermarketingltd.com to access information on how we will process, store and delete your personal data should you apply for a position within the Jupiter Group.

PLEASE NOTE: We request two reference contacts with your application for this role. If you **do not** wish for referees to be contacted prior to a job being offered, you must clearly indicate this within your application.