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Sales Manager

Job Location

Kuwait

Remote work from: GE; USA; AU; NZ; DK; HK; JP; KZ; MY; SG; TW; TH; UZ; VN; AT; BY; BE; FR; DE; GR; NL; RU; ES; CH; UK; GB; DZ; KW; QA; MA; SA; MX; AE; CA; GT; DO

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Base Salary

USD 3,500 - USD 5500

Qualifications

Bachelor's degree in Business or Marketing

Employment Type

Full-time

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Hiring organization

Jazeera Airways

Date posted

December 27, 2024

Valid through

31.07.2025

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Description

Sales Manager Jobs in Kuwait

Are you ready to take your career to new heights? Jazeera Airways, one of Kuwait's leading airlines, is seeking experienced and dynamic Sales Managers to join their team. This is your chance to play a critical role in driving the airline's commercial success while enjoying a rewarding career in the aviation industry.

Candidates currently residing in Kuwait are encouraged to apply. However, international applicants are also welcome, with visa sponsorship and relocation benefits available for eligible candidates.

Details of Sales Manager Jobs in Kuwait

- **Company:** Jazeera Airways
- **Position:** Sales Manager
- **Location:** Kuwait City and regional offices
- **Qualification:** Bachelor's degree in Business, Marketing, or a related field
- **Job Type:** Full-Time
- **Experience:** Minimum 5 years in sales or a similar role, preferably in the aviation or travel industry
- **Knowledge Required:** Sales strategies, customer relationship management, and market analysis
- **Age Requirement:** 25 years and above
- **Salary:** KWD 900-1,200 per month (plus bonuses and incentives)

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About the Job

As a Sales Manager at Jazeera Airways, you will lead a team of professionals and develop strategies to achieve the airline's revenue targets. This role requires strong leadership skills, an analytical mindset, and a passion for exceeding sales goals. You will be a key player in maintaining and expanding Jazeera Airways' market presence.

Key Responsibilities

1. Sales Strategy Development

- Design and implement sales plans to meet and exceed revenue goals.
- Analyze market trends to identify new opportunities and competitive threats.

2. Team Leadership

- Manage, mentor, and motivate the sales team to achieve individual and

group targets.

- Conduct regular training sessions to enhance team performance.

3. Client Management

- Build and maintain strong relationships with corporate clients, travel agencies, and key accounts.
- Address client concerns and negotiate contracts effectively.

4. Performance Analysis

- Monitor sales performance metrics and generate detailed reports for management.
- Adjust strategies based on performance outcomes and feedback.

5. Collaboration

- Work closely with marketing, customer service, and operations teams to ensure seamless service delivery.
- Contribute to brand promotions and marketing campaigns.

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Requirements

To qualify for this role, candidates must meet the following criteria:

Education

- Bachelor's degree in Business Administration, Marketing, or a related discipline.

Experience

- Minimum of 5 years in a sales management role.
- Previous experience in the aviation or travel industry is a significant advantage.

Skills

- Proven ability to meet and exceed sales targets.
- Strong negotiation, communication, and interpersonal skills.
- Proficiency in sales software and CRM tools.
- Analytical mindset with the ability to interpret sales data.

Language Proficiency

- Fluency in English is mandatory; knowledge of Arabic is a plus.

Age Requirement

- Applicants must be 25 years or older.

Benefits

Jazeera Airways provides an excellent benefits package, including:

- **Salary:** Competitive base pay (KWD 900–1,200 per month) plus bonuses and performance-based incentives.
- **Visa Sponsorship:** Available for eligible international candidates.
- **Health Insurance:** Comprehensive medical coverage.
- **Paid Leave:** Generous annual vacation and public holiday allowance.
- **Travel Perks:** Complimentary and discounted flight tickets for employees and their families.
- **Training Programs:** Access to professional development courses.
- **Career Growth:** Opportunities to advance into senior management roles.

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How to Apply

If you are interested in joining Jazeera Airways as a Sales Manager, follow these steps to apply:

1. Visit the official Jazeera Airways careers page to find the job listing.
2. Submit your application, including:
 - An updated resume
 - A cover letter detailing your sales experience and achievements
 - Copies of relevant academic and professional certifications

Ensure your application highlights your leadership abilities, sales expertise, and passion for driving business success.

In Summary

- **Position Name:** Sales Manager
- **Company:** Jazeera Airways
- **Location:** Kuwait City and regional offices
- **Qualification:** Bachelor's degree in Business or Marketing
- **Job Type:** Full-Time
- **Experience:** Minimum 5 years in sales management
- **Knowledge Required:** Sales strategies, market analysis, and customer relationship management

- **Age Requirement:** 25 years and above
- **Salary:** KWD 900–1,200 per month

Locations: Positions are based in Kuwait City with potential travel opportunities.

Take your career to the skies with Jazeera Airways! Apply today to become a part of a team that thrives on innovation and excellence in the aviation industry.

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