



SALES & MARKETING MANAGER DUBAI, UAE

Education Qualification

- MBA/PGDM – Sales and Marketing

Job Responsibilities

- Sales & Marketing professional with 5–10 years of experience in:
Technology/Analytics/Consulting
- UAE experience is mandatory

Location

- Dubai, UAE

About the Job

You will be based in Dubai, U.A.E., with primary responsibility for driving new business development within the Analytics and Consulting domain. As a sales Manager, you will play a key role in identifying, pursuing, and securing profitable business opportunities that align with our strategic objectives and contribute to overall organisational growth. As the head of a newly formed department, you will be responsible for designing the sales process, establishing lead generation strategies, and coaching the team to consistently exceed targets. Reporting directly to the CEO, you will collaborate closely with the leadership team to achieve our ambitious sales and marketing goals

Key Responsibilities

- Identify and generate high-quality leads, qualify potential opportunities, and drive them through the complete sales cycle to successful closure.
- Develop and maintain an organised sales pipeline, ensuring accurate documentation of all activities, interactions, and opportunities.
- Conduct comprehensive market research to understand industry trends, customer needs, and competitive dynamics.
- Plan, execute, and optimise marketing and communication initiatives aligned with organisational goals
- Coordinate targeted marketing campaigns to enhance brand visibility and support lead generation.
- Communicate the value of products and services effectively through creative and customer-focused messaging.
- Track and analyse the performance of marketing and sales initiatives to drive continuous improvement.
- Deliver compelling sales pitches to key decision-makers and negotiate profitable, value-driven contracts

Skills Required

- Proven ability to build strong client relationships and negotiate high-value, mutually beneficial deals
- Extensive sales experience across diverse markets, with a strong track record in identifying and securing new business opportunities
- Skilled in working with senior leadership and delivering clear, executive-level briefings
- Solid understanding of marketing principles, practices, and business strategy
- Excellent communication and interpersonal skills, with the ability to influence stakeholders at all levels
- Strong presentation and reporting abilities, effectively articulating sales strategies, progress, and outcomes
- Advanced analytical skills, with the ability to interpret data and present insights in a concise, actionable manner
- Highly organised with strong time-management and prioritisation capabilities.
- Creative and commercially aware, with a solution-driven mindset
- Self-motivated, goal-oriented, and effective both independently and within a team environment.

Interested candidates please apply to careers@turnb.com with subject line: Application for the role of Sales and Marketing Manager, Dubai, UAE