



Full time Sales Manager

<http://www.isolarworkx.com>

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Company Background:

iSolarWorkx is innovating the edutainment industry!

iSolarWorkx designs and manufactures Renewable Energy (RE) educational Do It Yourself (DIY) kits for the young generations locally and internationally to teach them science, especially Physics. Using our first product – Solar Educational DIY kit, science education is integrated through a set of experiments drawn from British, American and IB curricula.

We are a young and energetic team who made some major achievements and were shortlisted for some prestigious awards in the MENA region. Our first product has also attracted the attention of several international educational catalogues in the education field in Europe.

The Role

We are looking for a full time sales manager with strong entrepreneurship skills and attitude. Ideally, the candidate will be aware of and have established connections with retailers/wholesalers/companies locally and regionally who will be interested in listing/buying our products.

Responsibilities include:

1. Developing a sales business plan covering sales, revenue, expense controls and meeting agreed targets.
2. Assisting in the development of the annual marketing plan, specifically advising on: realistic sales forecasts for our first product and territory (based on historical data, market trends, competitive activity, promotional strategy and sales effort).
3. Advising senior management on maximising business relationships and create an environment where customer service can flourish.
4. Promoting the organisation's presence in the UAE and the rest of the GCC and the MENA regions.
5. Planning and recruitment control of sales representatives to accomplish sales specific objectives.

Interested in joining a winning team? Please apply with one page CV and one page cover letter **mentioning specifically how you were able to handle the above points in your previous role** to talent@isolarworkx.com