

Job Profile

Job/Title:	Sales Representative (Riyadh office)
Job level/profile:	Position of trust and confidentiality / Full time
Legal Entity/Department:	Amad Albenaa Company For Pallets And Plastic Products
Direct reference:	Managing Director in Dammam
In-direct references:	GBD & Corp. Heads (EU based)
Back-office (s):	Dammam, Kingdom of Saudi Arabia
Expected start:	within 30 days
Expected gross salary range:	4000 SR/ Company Car/ Commission

PalletBiz is an international manufacturer and distributor Franchise Network, developing and maintaining a unique Business System for Packaging and Handling Materials made from wood, metal and (and in the future, plastic) – primarily focusing on both standard returnable transit packaging (e.g., pallets, crates, collars, bins, frames, etc.), as well as custom designed and manufactured products for our customers. The Business System has been franchised to several countries in Europe, Middle East and Africa – and the PalletBiz Network is currently operational in 14 countries, with the Franchisor entity, PalletBiz Franchising Zrt. located in Budapest, Hungary. Visit our website at www.palletbiz.com to learn more about the company.

As part of our 2024 Corporate Strategy and our expansion in the GCC region, particularly in KSA, we are actively seeking a highly motivated individual who will be focused on driving sales initiatives, building strong client relationships, and contributing to the overall growth of our business. The position offers the flexibility to travel within KSA, making it a dynamic opportunity for an ambitious professional. Join us and be a driving force in shaping the success of our expansion efforts.

Sales Representative

(Location: Riyadh main & alternative in Dammam)

You will be joining a department, which oversees the sales activities and UAE service coordination across our business regions.

We are seeking an enthusiastic and results-driven Sales Representative to join our dynamic team. As a Sales Representative, you will play a key role in identifying and securing new business opportunities, establishing and maintaining client relationships, and achieving sales targets. The ideal candidate will possess excellent communication and negotiation skills, a proven track record in sales, and a passion for exceeding customer expectations.

Career development

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As you will be joining a commercially oriented department, and since you will be working with the Group Executive Management, as well as the regional management in our global network – in particular our GCC offices – there will be very good opportunities for career development for the right person.

Duties and Responsibilities

The function of which you will be an integral part will share resources from several countries, and perform several different tasks:

Prospecting & lead generation

You will identify and pursue new business opportunities through market research, cold calling, and networking. Generate and qualify leads to build a robust sales pipeline. In cooperation with the regional Business Development Departments, it is furthermore the aim to be able to identify and address our specific target groups (accounts & partners) – ultimately resulting in a market plan.

You will also conduct compelling product or service presentations to potential clients, showcasing value propositions. Effectively communicate features and benefits tailored to meet the client's needs.

Resources for the market & sales research will be available from the project organization and the regions.

Our websites and the marketing activities generate a constant flow of leads. It is the responsibility of the Sales function to ensure that leads are identified, classified, and distributed in accordance with the company policies – and followed-up by the respective sales departments.

We use the PalletBiz CRM system to track the activities and results of the sales activities.

Negotiations & Customer Follow-Up

Ensure excellent post-sale customer satisfaction through regular follow-up and support. You will address customer inquiries and concerns promptly and professionally. Cultivate and maintain strong relationships with clients, understanding their business needs and objectives. Act as a trusted advisor, providing expert guidance on our products or services.

Skillfully negotiate terms and conditions with clients to secure profitable agreements. You will close sales and achieve revenue targets within established timelines.

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Job success criteria and performance goals

On behalf of the Group COO – and in cooperation with other data responsible departments - the Marketing function is responsible for maintaining the commercial performance management system with updated KPI's and monthly management reporting.

Competencies & capabilities

Our Marketing & Internal Sales Specialist must possess both strong quantitative abilities and excellent written and oral communication skills. You must be able to think and act both practically/operationally, as well as strategically and analytically. You must be driven by results and be able to participate in our company innovation and future development.

Core skills – must have:

- Male, fluent in English (min. B2 level), and Arabic – both orally and written
- Relevant education and minimum 3 years of **experience in sales and overall commercial functions**
- Proficiency with a PC incl. **MS Office** applications
- Practical **experience with CRM & CMS systems (e.g WordPress - SEO)**
- Strong communication, interpersonal and negotiation skills.
- Previous experience in **B2B or B2C sales** is advantageous
- Proficiency in **English and Arabic** language

Advanced skills – nice to have:

- Preferably having Saudi transferable IQAMA
- Preferably having a valid Saudi driver's license
- Experience working with **B2B and preferably with multi-national firms** or companies with foreign trade or subsidiaries.
- Experience with **Key Account Management**
- Proficiency in English language, and/or **other languages**

Personal characteristics

- You must be energetic, proactive, and business oriented.
- You must be able to work independently as well as in teams - and be able to think “out of the box”.
- You must be able to work equally well with many different cultures and organizational levels.