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### JOB VACANCY FORM

**X Full-time**  □ Part-time  □ Summer-Job  □ Internship

**Job Title:** Sales Manager UAE

**Application Deadline:**

**Reference Number:** 231013-8

### Company Description

**TYPE:**  □ Local  □ Regional  X Multinational

**INDUSTRIAL SECTOR:**

Brief Firm Profile/Description: We are a worldwide leader in musculoskeletal health care and has been since our founding more than 80 years ago. Today, our global team of more than 9000 employees works to provide to provide effective, creative solutions that support orthopaedic surgeons and clinicians to restore mobility and treat arthritis and traumatic injuries. Our joint replacement technologies and a wide range of related products and services make us valuable partners to health care providers in more than 100 countries. Our office for MENA region has been located in Beirut for more than 8 years. We recruit the best people and follow the company’s values by holding ourselves to the highest standards of quality and integrity in everything we do.

### Job Description

**BRIEF JOB DESCRIPTION:**
The Sales Manager for the UAE and Gulf regions will create and implement effective sales strategies and will actively lead distributor) in the achievement of corporate sales objectives.

General functions:

• Builds and implements a Sales plan for his markets.
• Achieves sales targets on a monthly and quarterly basis .
• Actively participates in the development of a yearly sales budget for his area of responsibility.
• Communicates with Marketing teams and other internal functions to ensure voice of customer is heard by internal departments.
• Builds & Develop strong relationships with key surgeons in his or her given area based on credibility, respect, and trust.
• Strictly adheres to all policies and SOPs regarding the interaction with HCP (Health Care Professionals), product handling and complaints, expense reporting, sales activities and training.

Expected Areas of competence
• Delivers results, drives for continuous improvement and growth in our business in the region. Sets high performance expectations and hold others accountable for the expected results. Acts with a sense of urgency.
• Understands needs and considers external customers and/or internal clients in decisions and actions
• Demonstrates principled leadership and sound business ethics; shows consistency among principles, values and behaviors.

JOB LOCATION(S):
City:  
Country: UAE and Gulf regions

DEGREE:

X Bachelor  
X Master is a plus  
□ Doctoral Degree

□ Undergraduate Student/ Degree not Necessary  
□ Teaching Diploma

MAJOR/ EMPHASIS:

WORK EXPERIENCE:

• Experience in the medical devices industry is a must, orthopedic sector is a preference

SKILLS:

Languages Skills:
English  
Arabic  
□ French  
Other:

Other Skills:
• Critical reasoning and analytical skills

Excellent oral and written communication skills.

Strong interpersonal skills including, tact, diplomacy, and ability to negotiate

Flexibility and ability to adjust to change

Must demonstrate the ability to work as part of a team is essential to the job

Participate in proactive team efforts to achieve departmental and company goals.

SALARY

Basic Salary Range:

Other benefits include:

□ Accommodation  
□ Health Insurance  
□ Return Ticket  
□ Bonus

□ Laptop  
□ Mobile Phone  
□ Children’s Education  
□ Transportation

□ Lebanese NSSF  
□ None

WORKING DAYS: TRAVEL  REQUIREMENTS: 70%

How to Apply

Interested candidates may send their resume and cover letter by email to: Dr. Maryam Ghandour (mg03@aub.edu.lb) specifying the reference number: 231013-8

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ALL STUDENTS AND AUB GRADUATES SHOULD ATTACH THEIR UPDATED RESUME AND COVER LETTER WITH EVERY JOB APPLICATION; OTHERWISE, YOUR EMAIL WILL BE DISREGARDED.

For further information, please do not hesitate to contact:

Dr. Maryam Ghandour

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The job vacancies are for AUB students and alumni ONLY.