

Join DICOTA - A Thriving and Inspiring Journey!

Are you ready to embark on an exciting journey with DICOTA, a renowned market leader in notebook cases and mobile accessories for over 30 years? We are expanding internationally and looking for a highly motivated and result oriented.

B2B ENTERPRISE MANAGER – Saudi Arabia 100% (m/f/d)

to join our team from 01.01.25

Why DICOTA?

- Dynamic Environment: Your skills & personality make all the difference.
- Autonomy: Thrive in flat hierarchies, make a real impact.
- Passionate Culture: 30 years young with a startup flair.
- Recognition: Your commitment & performance are highly valued.
- Premium brand: Succeed with premium products and services.
- Sustainability: It's at the heart of everything we do.

Your new role

- Identifying opportunities of assigned accounts
- Developing new accounts
- Driving the commercial aspects for all relevant products and categories in the market segment
- Responsible to hunt the top corporate & public sector accounts
- Reporting to the country head

Your profile

- Able to manage and strategize the sales plans and implementing it to achieve the monthly and quarterly targets
- A min 2 years' experience in selling IT/ Consumer accessories to B2B/ enterprise customers
- Preferred Education: Bachelor's degree and above in Sales/ Business development/ Marketing

Salary: As per the industry standards & experience

Are you someone who seeks to make a difference and have fun while working, we would love to hear from you! Please send your application documents with salary requirements to Makbul.Khan@dct.group.

For more information, feel free to reach out to our Sales Manager, Makbul Khan, at Makbul.Khan@dct.group.

