



# DICOTA

**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 UAE 100% (M|F|D)**

**to join our team from 28.10.24**

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 UAE.

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 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 [rony.joseph@dct.group](mailto:rony.joseph@dct.group)

For more information, feel free to reach out to our Sales Manager, Rony Joseph, at [rony.joseph@dct.group](mailto:rony.joseph@dct.group)