

Assistant Sales Manager- Print Solutions Jobs in Dubai

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Company: Al Futtaim

Location: dubai

Category: other-general

Assistant Sales Manager- Print Solutions Jobs in Dubai

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Description:

Manage corporate clients and provided solutions based on requirements for document volume. Accountable for providing value added selling of Multifunction Devices & print solutions. Ensure the compliance of principle requirement on pricing and contracts Study, evaluate and report the profitability of the DV related , print replayed , AV related contracts and the leasing business

Job Responsibilities

- a)Accountable for providing value add workflow solution, print solutions & Document management solution to Major accounts
- b)Direct sales to the Corporate enterprises, B2B customers, SME and other verticals
- c)Improve skills to position solutions to enterprise customers.
- d)To achieve and exceed agreed budgeted sales and margin, while managing the development of new and existing customer base within the appointed territory.

Job Requirements

- a)Bachelor Degree
- b) 10-12 years' experiencein similar position.
- c)Collaboration
- d)Taking Initiative
- e)Drive for Results

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