

United Arab Emirates Jobs Expertini®

B2B Sales Consultant with Salesforce (CRM) Experience, Specializing in Downstream Operations of an Oil and Gas Company

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Company: Sia Partners

Location: Abu Dhabi

Category: healthcare-practitioners-and-technical

Job description

We are seeking a skilled and experienced **B2B Sales Consultant with expertise in Salesforce (CRM) and a specific focus on the downstream operations of an Oil and Gas company.**

In this role, you will be responsible for improving the B2B Sales process to realize sales and revenue growth by leveraging your knowledge of Salesforce as a CRM tool.

Additionally, project management and business analysis skills will be key for ensuring successful implementation and customer satisfaction.

Key Responsibilities:

Develop and execute sales strategies: Collaborate with the sales team and key stakeholders to create effective sales strategies that align with the company's goals and objectives. Identify target accounts within the downstream operations of Oil and Gas companies and develop customized approaches to engage potential customers.

Salesforce CRM expertise: Utilize your in-depth knowledge of Salesforce as a CRM tool to provide valuable insights and guidance to the sales team. Configure and customize Salesforce to meet the specific needs of downstream operations, including lead management, opportunity tracking, customer relationship management, and reporting.

Industry expertise: Demonstrate a strong understanding of the downstream operations of Oil and Gas companies, including refining, distribution, marketing, and retail operations. Stay up-

to-date with industry trends, challenges, and regulations to effectively communicate and address customers' pain points and business requirements.

Consultative selling: Act as a trusted advisor to customers, understanding their business needs and pain points. Provide consultative guidance and recommend tailored solutions that leverage Salesforce CRM to optimize their downstream operations, improve efficiency, increase revenue, and enhance customer satisfaction.

Project management: Lead and manage Salesforce CRM implementation projects for downstream operations. Collaborate with cross-functional teams, including IT, sales, and operations, to define project scope, develop project plans, allocate resources, and ensure successful delivery. Use project management methodologies and tools to track progress, mitigate risks, and ensure timely and high-quality project outcomes.

Business analysis: Conduct comprehensive business analysis to understand customers' requirements, processes, and workflows. Translate business needs into Salesforce CRM configurations, customizations, and integrations. Gather and document business requirements, create functional specifications, and collaborate with technical teams to implement solutions that align with customers' objectives.

Relationship building: Develop and maintain strong relationships with key decision-makers, influencers, and stakeholders within targeted Oil and Gas companies. Leverage your industry knowledge, expertise, and Salesforce CRM insights to establish credibility and trust with customers, positioning yourself as a valuable resource.

Sales pipeline management: Track and manage the sales pipeline using Salesforce CRM. Monitor leads, opportunities, and sales activities, ensuring accurate forecasting and timely follow-ups. Collaborate with the sales team to qualify leads, negotiate contracts, and close deals.

Team collaboration: Collaborate with cross-functional teams, including sales, marketing, IT, and customer success, to ensure a cohesive and coordinated approach in addressing customer needs and driving sales growth. Share knowledge, best practices, and success stories with colleagues to foster a culture of continuous learning and improvement.

Qualifications

A successful candidate must have

Master's degree in business administration, Sales, Marketing, or a related field (or equivalent work experience).

7+ years of relevant working experience

Extensive experience working with Salesforce CRM, including configuration, customization, and reporting.

Strong understanding of the downstream operations of Oil and Gas companies, including distribution, marketing, commercial, and retail operations.

Excellent communication and interpersonal skills, with the ability to build rapport and establish credibility with customers.

Experience in B2B sales within the Oil and Gas industry, specifically in the downstream operations, including Aviation Fuel, Lubricants, LPG, and Governmental & Industrial Sales.

Knowledge of regulatory frameworks and compliance requirements related to the downstream operations of the Oil and Gas industry, particularly in aviation fuel, lubricants, LPG, and governmental sales.

Project management skills, with a demonstrated ability to successfully plan, execute, and deliver projects within budget and timeline constraints.

Strong business analysis skills, including the ability to analyze complex business processes, identify areas for improvement, and develop innovative solutions.

Proficiency in utilizing project management software and business analysis tools to streamline processes, improve efficiency, and enhance project outcomes.

A strategic mindset with the ability to identify market trends, anticipate customer needs, and develop sales strategies that capitalize on emerging opportunities.

Familiarity with competitive landscapes and industry trends in the downstream operations of the Oil and Gas sector, including aviation fuel, lubricants, LPG, and governmental sales.

Demonstrated ability to work independently, manage multiple priorities, and thrive in a fast-paced, target-driven environment.

Proficient in using CRM systems, particularly Salesforce, to manage customer relationships, track sales activities, and generate insightful reports.

Additional information

Benefits:

Competitive salary and benefits

Entrepreneurial journey

Career advocacy program that supports achieving professional development goals through guidance, and real-time feedback

Continuous learning & development opportunities

Healthcare coverage that includes medical, dental, vision and life insurance policies

Our Commitment to Diversity

Diversity, equity, inclusion, and belonging (DEIB) are part of Sia Partners' DNA. Thanks to our expertise in several sectors and our international growth, our teams include a variety of experiences and cultures. We're confident that promoting DEIB creates an environment in which everyone can reach their full potential.

Our global network, DEIB@Sia Partners, brings together our people worldwide to facilitate local and global progress, focused on the following areas:

Gender equality (global Gender Equality Index score of 91/ for FY19-20)

Race & Ethnicity

Working Parents

Disabilities

Sia Partners is an equal opportunity employer. All aspects of employment, including hiring, promotion, remuneration, or discipline, are based solely on performance, competence, conduct, or business needs.

To learn more about our mission, values, and business sectors, please visit our website.

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