

United Arab Emirates Jobs Expertini®

B2B Sales Manager - Confidential

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Company: Talent Pal

Location: Dubai

Category: sales-and-related

Hiring Fitness Equipment B2B Sales Manager in UAE Dubai Job Description: Position Overview: We are seeking a highly motivated and resultsdriven Fitness Equipment B2B Sales Representative to join our team. The ideal candidate will be responsible for generating sales of fitness equipment to businesstobusiness (B2B) clients. You will play a key role in identifying and acquiring new customers while maintaining strong relationships with existing clients. Responsibilities: Business Development: Identify and prospect potential B2B clients including gyms fitness centers health clubs and other fitnessrelated businesses. Product Knowledge: Develop a deep understanding of our fitness equipment offerings staying uptodate on the latest trends and technologies in the fitness industry. Consultative Sales: Work closely with clients to understand their specific fitness equipment needs and provide tailored solutions. Sales Presentations: Create and deliver compelling sales presentations product demonstrations and proposals to clients. Quoting and Pricing: Prepare accurate price quotes negotiate terms and close sales deals. Customer Relationship Management: Build and maintain strong longlasting customer relationships providing excellent postsale support and service. Market Research: Stay informed about the competitive landscape and market trends to develop effective sales strategies. Sales Targets: Meet or exceed sales targets and revenue goals within the assigned territory. QualificationsEducation: A bachelors degree in business marketing or a related field is preferred. Experience: Proven experience in B2B sales preferably in the fitness equipment or related industry. Experience with consultative and solutionbased selling is a plus. Product Knowledge: A strong understanding of fitness equipment and the fitness industry is highly desirable. CustomerCentric: A

commitment to providing exceptional customer service and satisfaction. SelfMotivated: Highly selfmotivated with the ability to work independently and meet sales targets. Team Player: Collaborative and able to work effectively within a team. TechSavvy: Proficiency in using sales and CRM software. Travel: Willingness to travel for client meetings and industry events. Benefits: Expense reimbursement for travel Training and professional development opportunities Net Salary Package: 10.00015.000 AED Medical Insurance provided Gender: Any Nationality preferences: Europe South and Latin America South Africa Years of Experience: 510 years of experience Commission: with commission as per company policy Working City: Dubai Health Care: Provided health insurance Recruitment Flight: every year of service Contract duration: 12 year Date to start working: ASAP Industry: Fitness equipment This job has been sourced from an external job board. More jobs on #J-18808-Ljbffr

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