

United Arab Emirates Jobs Expertini®

Banking Telesales Executive (B2B) – GoWin Search LLC

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Company: Jobspaddy

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Responsibilities

Identify and target potential business clients through various channels, including market research, referrals, and cold calling.

Build and maintain a robust pipeline of qualified leads for the sales team.

Develop a deep understanding of the company's banking products and services tailored for businesses.

Effectively communicate the value proposition of our banking solutions to potential clients.

Initiate outbound calls to potential clients, introducing our banking products and services.

Establish rapport with decision-makers and influencers within target organizations.

Understand each client's unique financial needs and challenges and offer tailored solutions.

Provide expert advice on banking products and services that align with the client's business objectives.

Meet and exceed monthly and quarterly sales targets and KPIs set by the sales management team.

Keep accurate records of sales activities and progress towards goals using CRM software.

Nurture and maintain strong relationships with existing clients, ensuring client satisfaction and retention.

Proficiency in Arabic, in addition to other languages, is a mandatory requirement to cater to a diverse clientele.

Stay updated on industry trends, competitor offerings, and regulatory changes in the banking sector.

Provide feedback to the product development team based on market insights.

Qualifications

Bachelor's degree in Business, Finance, or a related field.

Freshers with a passion for sales and a drive to excel can apply too.

Strong communication and interpersonal skills.

Ability to work effectively in a dynamic, results-oriented environment.

Proficiency in using CRM software and MS Office Suite.

Knowledge of banking products and services for businesses.

Advantages

Possession of a valid driving license for potential career advancement opportunities.

Opportunity to work with a diverse and multilingual team.

Application Instruction

If you are a results-oriented Banking Telesales Executive (B2B) with 2 to 3+ years of experience (freshers are eligible as well) and have a passion for contributing to the growth of the company, we invite you to apply.

Join the team and make an impact in shaping presence and success. We look forward to reviewing your application.

Note: Due to the high volume of applications we receive, only shortlisted candidates will be contacted. We appreciate your understanding in this regard.

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