

Business Developer Arabic speaking jobs In Dubai | Boeing

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Company: Boeing

Location: dubai

Category: other-general

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About the job

The Business Developer is in charge of reaching sales and gross margin targets as described in the Budgets and Long Term Plans for the food service of the company (HORECA)

Requirements

Is in charge of managing, training & motivating the sales representative of the distributors in order to reach global sales targets.

Personally knows all key accounts and can exert his influence on their decisions because of his professionalism.

Organizes with all regional distributors a monthly reporting of all sales per customer and per item to better understand the market position of the Brand and better build its future developments

Checks that all customers payments are matching company's policy

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