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Business Development Executive - Dharampal Satyapal Global DSG

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Join Our Team as a Business Development Executive (Institutional & HoReCa Sales) Are you ready to take your career to new heights in the vibrant city of Dubai? We are seeking a dynamic Business Development Executive to join our International Business/Sales team focusing on Institutional and HoReCa Sales within the Food Industry. Salary: Attractive Industry based Competitive Pay based on experience. Transportation: Company provided fuel & Salik (toll tax) must have own car and driving license Location: Dubai Airport Free Zone Dubai Working Hours: Monday to Saturday 9 AM to 6 PM Weekly Off on Sunday Primary Objectives: Drive institutional sales & HoReCa sales covering a diverse range of products including Spices & Condiments Mouth Fresheners Confectionery Dairy and Snacks. Expand market coverage through strategic sales promotions while adhering to institutional sales policies. Develop new business opportunities and nurture existing customer relationships. Introduce new products to institutional clients and ensure timely payments in line with company policies. Roles and Responsibilities: Promote our product range to institutional & HoReCa segments ensuring comprehensive market coverage. Identify and onboard new customers while maintaining a strong focus on customer retention. Gather market intelligence and competitor information to inform strategic decisionmaking. Prepare and submit timely management reports as required. Must Have: 35 years of experience in FMCG/Food Industry sales. In-depth knowledge of the UAE market. Proven track record in handling institutional clients with an extensive network of contacts. Proficiency in English & Hindi along with MS Office skills. Desired Candidate Profile: Bachelors degree is mandatory. Age between 26 to 35 years. Must currently reside in the UAE with own vehicle and

driving license. Additional Information: Open to candidates of any nationality and gender. Specialized experience with active contacts is highly valued. Ready to seize this exciting opportunity. Apply now and become a key player in driving our business growth in the dynamic UAE market! This job has been sourced from an external job board. More jobs on #J-18808-Ljbffr

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