

Business Development Executive

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Company: Resumecampus

Location: Dubai

Category: other-general

Diversey Gulf FZE

Experience: 0 - 3 Years

Job Location: Dubai-United Arab Emirates

Education: Bachelor of Commerce(Commerce), Bachelor of Business Administration(Management)

Nationality: Any GCC National, Any European National, Any Nationality

Gender: Any

Benefits

Annual Air Ticket, Annual Leaves As Per Labour Law, Car, Commission, Medical Insurance, Life Insurance, Paid Leaves, Perks & Benefits As Per Labour Law

Vacancy: 1 Vacancy

Job Description

Roles & Responsibilities

Effectively provide account management and ongoing service, support, and sales development to respective accounts in the defined geography and sector(s). Survey market potential in UAE, identify potential clients, and plans coverage to ensure maximum market penetration. Builds and maintains strong client relationships, and provides day-to-day client advice and support. Promotes the organization's capabilities to clients, identifies sales opportunities to be forwarded to the account managers, and achieves contract extensions or additional business within the account(s) continuously focusing on sales growth execution

and sales target achievement. Grow sales in geographic areas and sector(s) by identifying, analyzing, and addressing opportunities for new customer acquisition as well as within existing customers through product and application recommendations. Implement white spot prospecting to include existing products, new products, and innovations, enhanced sustainability and operational efficiencies (water, energy, chemical usage), and where appropriate food safety solutions. Monitor and report for both respective accounts and align Key Accounts by utilizing corresponding tools, such as Sales Funnels, quarterly reporting, market share analysis, and other reports requested by central stakeholders and supervisors.

Employment Type

Company Industry

Chemicals Petrochemicals Polymers Industrial Gases

Department / Functional Area

Sales Business Development

Keywords

Sales Business Development Sales Executive Business Development Hospitality

Service Chemical Sales Chemical Cleaning

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