

Business Development Executive Jobs In Dubai | Ambrosial Trading LLC

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Company: Ambrosial Trading LLC

Location: Dubai

Category: other-general

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Job Description

Identify and Target Prospective Clients: Conduct market research to identify potential wholesalers & retailers in the target market.

Establish and Maintain Relationships: Initiate contact with key decision-makers in target organizations and engage in relationship-building activities.

Product Promotion and Brand Awareness: Develop and execute promotional strategies that showcase the benefits and unique selling points of our products.

Sales and Revenue Growth: Set ambitious sales targets and work towards achieving them. Develop sales strategies and tactics to maximize revenue generation from existing and new clients.

Market Analysis and Competitor Research: Stay up-to-date with industry trends, competitor activities, and changing market dynamics.

****GOOD COMMISSION ON SALES****

Skills

Proven track record in business development or sales, with a focus on promoting consumer products.

Existing networks and relationships with wholesalers & retailers are highly desirable.

Excellent communication, negotiation, and presentation skills.

Strong understanding of market dynamics and the ability to identify and capitalize on growth opportunities.

Self-motivated, proactive, and able to work independently as well as part of a team.

Willingness to travel frequently to meet clients.

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