

Business Development Executive Jobs In Dubai | Element8

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Company: Element8

Location: dubai

Category: other-general

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About the job

We are a leading digital agency based in Dubai. We are currently looking for a Business Development Executive(IT Sales)/ Jr. IT Sales Executive with agency experience and outbound sales to join our dynamic team.The ideal candidate should have relevant experience working in Business Development / Account Management roles.

Other Qualifications IncludeAt least a year of UAE working experience for digital / creative agencies, in sales of websites and mobile applications.

Ability to set, manage, and track against a set of diverse, strategic goals.

Build and manage sales pipeline

Ability to achieve monthly financial goals and targets.

Excellent written and spoken English skills, Arabic will be a plus.

Confidence in presenting, including proposals and pitch decks.

Proven history of winning and developing business.

Create monthly sales forecasts

Conduct and carry out competitive analysis reports

Build and maintain great customer relation

The desire to work for a close-knit, friendly and successful business that is already on a great path.

Collaborate with customer service & account management teams for billings and follow-upsIncluding The candidate will closely work with the Sales Manager to further strengthen

the agency's reputation and ultimately secure long-lasting future business. Development and implementation of the new business and marketing strategy

Identifying low-hanging fruit opportunities and re-engaging lapsed business relationships

Taking the lead on all inbound approaches; understanding the client's requirements and proposing appropriate solutions

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