

Business Development Executive - Spider Access

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Company: Qureos Inc

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Business Development Executive

Spider Access Cladding Works and Building Cleaning LLC is looking for a Business Development Executive to drive growth and expand our business. The ideal candidate should possess strong communication skills, be a self-starter, and possess a track record of exceeding sales targets.

Previous experience working in the Construction Field, Oil and gas, and knowledge of the rope access industry is a must.

Job Responsibilities:

- Identify, develop, and close business opportunities to meet sales targets
- Develop and nurture relationships with clients and partners
- Monitor market trends and anticipate customer needs
- Analyze customer feedback to identify opportunities for improvement
- Develop strategies to expand market share and increase revenue
- Prepare and deliver presentations to prospective clients
- Negotiate contracts and establish long-term relationships with clients

Job Requirements:

- At least 5 years of sales experience in a related field
- Proven track record of meeting or exceeding sales targets
- Excellent communication and interpersonal skills
- Ability to work independently and as part of a team
- Strong problem-solving and negotiation skills
- Knowledge of market trends and customer needs
- Proficiency in MS Office, Salesforce, and other relevant software
- Arabic Speaking Candidates Preferred

If you are an ambitious self-starter with a passion for sales, please submit your resume and cover letter for further consideration. We look forward to hearing from you.

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