

Business Development Executive | ZAJEL Courier Services Dubai

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Company: ZAJEL Courier Services

Location: dubai

Category: other-general

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At ZAJEL, we're on a mission to be the courier company that goes beyond distance and destination to offer business transformation, reliable global services and flexible, agile solutions.

Our journey started in 2008. Fast-forward to now and we've matured to become the fastest-growing courier and logistics company in the UAE. We've got to this position thanks to a mix of industry-leading expertise and an unwavering commitment to offering our customers a greater experience day after day.

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Achievement of Sales Target

Generates, maintains and monitors a robust sales pipeline for generation of new business by building and optimizing sustainable and profitable relationships with potential clients and accurately reports the same to senior management

Achieves sales objectives with respect to value, product and service mix etc.

Coordinates and sends proposals and tender submissions

Identifies key decision makers, leverages opportunities to promote and sell company products and services

Works in coordination with the sales manager to devise strategies to generate optimal repeat business from existing clients

Works in coordination with the sales manager to devise strategies to cross sell and up sell to existing clients

Maintains a keen knowledge of the portfolio of products and services offered by ZAJEL and developing and implementing sales strategies for each of these to achieve the desired business objectives

Creates and executes effective direct and indirect sales strategies to ensure customer knowledge and communication as well as expand ZAJEL's customer reach

Planning and Forecasting

Provides inputs for medium term planning to the company's top management

Attends forecast meetings and provides inputs and assistance as required

Responsible for assisting the sales manager in the development of the sales strategy

Interacts with other business units (project and development teams, research and development, marketing) to plan, negotiate and interpret information on ZAJEL's products and services

Client Management

Build and promote strong, continuing customer relationships by partnering with them and understanding their needs

Manage client relations by soliciting and logging client feedback

Support in the process of integrating and on-boarding clients/sellers

What makes you unique?

Bachelor's degree or equivalent or High School with more than 3 years' of combined experience with Land, Air, and Ocean freight experience.

What's in it for you?

Workplace : With a steaming hot coffee in the cozier pantry, we combine work and wellness.

Rewards : In addition to competitive non-taxable gross package salary, we offer an employment visa, group medical insurance, and an annual ticket allowance to your home country.

Employee wellbeing : We not only believed on a healthy work-life balance, but we also have a wellness and sports program.

Leadership : Through agile, dynamic, and people-focused training, we coach and develop future leaders.

We might be a great match if you have:

Customer – Centricity : Our customers are at the centre of everything we do

Teamwork & Collaboration : Our success is a result of the collective efforts of our team

Integrity : We uphold the highest ethical standards in all our interactions and operations

Innovation : Embracing innovation is part of our DNA

Global Connectivity : We value the importance of connecting people and businesses worldwide via our agents network

Don't miss out on this n't m exciting opportunity – apply now at dubaiofferz.com

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