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Business Development German Speaking Jobs In Dubai UAE 2023 | Sana Commerce

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Company: Sana Commerce

Location: dubai

Category: other-general

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Description:

At Sana Commerce we're committed to an inclusive environment and recognize that our diverse workforce is one of our greatest strengths. It all started in 2007, with a pizza and a plan. Sana Commerce is an e-commerce platform designed to help manufacturers, distributors and wholesalers succeed by fostering lasting relationships with customers who depend on them. We're a fast-growing SaaS company that allows you to take ownership of your career.

Job Responsibilities:

Be responsible for lead generation in the DACH region.

Researching and performing outbound activities to fill your own pipeline.

Be in daily contact with potential customers via phone, e-mail or social channels.

Supporting the marketing team by helping to plan lead generation campaigns and by attending events in the DACH region.

Qualifying leads generated through marketing efforts.

Identifying decision makers and advise them on the e-commerce possibilities for their business.

Ensuring a growing customer base by working in close cooperation with your sales colleagues.

Job Requirements:

A Bachelor's degree in Business Administration or similar;

(Near) native German and fluent English language skills, both spoken and written;

Experience in sales or phone acquisition;

Excellent communication skills. You can take the lead in a conversation, leave no room for interpretation and you also know when it's time to listen;

Partnership building skills. You can build a strong partnership with multiple stakeholders in multi-threaded opportunities.

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