

Business Development Jobs In Sharjah | Windmill Digital

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Company: Windmill Digital

Location: Sharjah

Category: other-general

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About the job

Windmill Group is looking for an experienced inside Sales Representative to help take it to the next level of growth. The successful candidate will report to the Windmill Group Chief Commercial Officer and the Topaz Digital CEO and will be responsible for prospecting, qualifying leads, and working on outbound sales campaigns for Windmill Smart Solutions and Topaz Digital.

Requirement

Generating new sales prospects through outbound activities including email/telephone/social outreach; market research; business analysis; and leveraging personal networks

Approaching clients with a consulting and design-thinking mindset to encourage further discussions and commercial engagement

Owning the entire sales cycle: identifying needs, preparing proposals, leading negotiations, and closing outbound deals

Managing pipeline to allow for build and nurture of prospects in medium to long term where no immediate opportunity exists

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