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About the job

Our client is a locally owned distributor of solar products – inverters, solar panels, and solar batteries. We are recruiting a UAE, GCC, and Africa experienced business development manager to join their Dubai team. The successful candidate will be responsible for end-to-end B2B sales by increasing the distributor network to achieve revenue growth. With a “hunter” mindset and approach, the successful candidate will proactively identify profitable business opportunities, close deals and drive incremental market share growth and profit.

Requirement 5+ years B2B sales, business development and client acquisition experience in renewables, solar photovoltaic (PV) and solar products in the UAE and / or Africa.

Strong career progression – consistently achieving and exceeding sales targets to earn sales commission.

Ability to build a sales pipeline by identifying valuable potential customers and being able to influence their decision-making.

Commercially and financially astute with strong negotiating skills.

UAE driving license is mandatory. #J-18808-Ljbffr

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