

United Arab Emirates Jobs Expertini®

Client Engagement Manager- Spanish

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Company: International Free Zone Authority

Location: dubai

Category: other-general

Dubai, United Arab Emirates| Posted on 04/12/2024IFZA Dubai is the most dynamic and truly international Free Zone Community in the UAE, optimizing the country's strategic location and world-class infrastructure. We provide easy, reliable, and fast company formation services through our network of Professional Partners and Government Authorities.
Job DescriptionThe role of Client Engagement Manager centers around the sale of IFZA licenses and products and the building of solid relationships with Clients, built on transparency and trust. Candidate is required to liaise with sales support, operations team, finance department and corporate trainers to ensure clients are fully informed of our products and services and the status of their applications. In addition, this role requires to source and generate new leads in order to meet sales targets.
Responsibilities:Drive and monitor sales initiatives, ensuring sales targets are met or exceeded.Cultivate and maintain robust relationships with Clients, ensuring their satisfactionRespond proactively to client queries, concerns, and expectations, especially in challenging situations.Spearhead business development strategies to unlock new sales opportunities and forge professional partnerships.Participate actively in CRM activities, sales meetings, and training sessions to enhance your sales prowess.Collaborate seamlessly with internal teams such as marketing, finance, and operations to keep stakeholders informed. **Requirements**Proven experience in sales and client engagementProven track record of meeting and exceeding targetsFull English and Spanish proficiency is requiredAdditional spoken languages are a plusExceptional communication and interpersonal skills, and telephone etiquetteAs an employee of IFZA, you can expect:24 annual leave daysAnnual flight homeLife insurance

planMedical insurance plan (with the option to upgrade at your own cost)Access to exclusive Fazaa discounts (applicable in participating retail stores, food & beverage outlets, fitness clubs, cinemas, theme parks, clinics, and more)Invitations to participate in various company functions, staff events, and department team building eventsOpportunities to learn, develop and grow with the organization

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