

# United Arab Emirates Jobs Expertini®

## Corporate Sales Executive

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Company: Dubai Limited

Location: dubai

Category: other-general

Category:Business DevelopmentCareer Level:Experienced (Non-Managerial)Experience:2 YearsRequired Qualification:GraduateRequires Traveling:YesSalary:Salary Not disclosedSalary Type:Per MonthTotal Vacancies:3Skillsbuildtargetmarketcustomer cold callingnetworkingindustry market researchtailorproductnew businesssaleskey accountscontractspricingrevenueoperationslogisticssales operationsbusinessadministrationmarketingbusiness developmentdubaiDescriptionKey Responsibilities:Identify and target potential customers, industries, and market segments to expand the company's customer base.Actively prospect and generate leads through various channels, including cold calling, networking, and attending industry events.Conduct thorough market research to understand customer preferences and tailor product offerings accordingly.Analyze market trends, competition, and customer needs to identify new business opportunities.Meet & exceed sales targets and create action plans to achieve them.Build and maintain strong relationships with key accounts in the region.Negotiate contracts, pricing, and terms of sale to maximize revenue and profitability.Collaborate with other departments, such as operations, logistics etc., to ensure smooth sales operations and customer satisfaction. Qualifications and Skills: Bachelor's degree in business administration, marketing, or a related field.Proven experience in sales or business development, preferably in a similar role within the Bur Dubai market for computer or IT Hardware products.Strong knowledge of the local market dynamics, industry trends, and competitors.Self-motivated, proactive, and able to work independently as well as part of a team. Location: Bur DubaiMust have an experience of selling HDD, SSD, Desktop, CPU items etc. Job SpecificationRish VSTL

(Recruiter) is in search of talented and motivated individuals for the post of Area Sales Executive in the field of Business Development in one of their office located in Dubai - United Arab Emirates. The ideal candidate should have graduate qualification and atleast 2 years of experience. The position require build, target, market, customer, cold calling, networking, industry, market research, tailor, product, new business, sales, key accounts, contracts, pricing, revenue, operations, logistics, sales operations, business, administration, marketing, business development, dubai mandatory skills. This is a Full-Time morning shift job. Disclaimer: Vacancies.ae is an exclusive platform that ought to help jobseekers & employers to be joint. We restrict any endorsement that demand for money and strictly advice against sharing personal or bank related information. If you notice any deception or fraudulent, kindly send us an email at support@vacancies.ae.

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