

Direct Sales Manager Jobs In Dubai | Tyleia

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Company: Tyleia

Location: dubai

Category: other-general

Direct Sales Manager Jobs In Dubai | Tyleia

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Promotes/sells/secures orders from existing and prospective customers through a relationship-based approach.

* Demonstrates services to existing/potential customers and assists them in selecting those best suited to their needs.

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Responsibilities

* Establishes, develops and maintains business relationships with current customers and prospective customers in the assigned territory/market segment to generate new business for the organization's services.

* Makes in-person visits, presentations and online meetings with existing and prospective customers.

* Researches sources for developing prospective customers and for information to determine their potential.

* Develops clear and effective written proposals/quotations for current and prospective customers.

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Requirement

* Expedites the resolution of customer problems and complaints.

* Analyzes the territory/market's potential and determines the value of existing and prospective customers value to the organization.

* Creates and manages a customer value plan for existing customers highlighting profile, share and value opportunities.

* Participates in trade shows, trade activation events and conventions

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