

# United Arab Emirates Jobs Expertini®

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Company: Source EQ

Location: , Dubai, United Arab Emirates

Category: sales-and-related

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Job Responsibilities:

Strategize and project – Plan, project, and strategize team headcount and budget. Evaluate informational reports to identify new clients, estimate future sales, and understand the profits and objectives. Capture the needs of the customer to qualify sales leads and efforts.

Lead and manage – Recruit, hire, and educate the sales department on an ongoing basis.

Establish sales territories and quotas while evaluating performance of local and regional sales managers. Partner with senior leadership to evaluate strategies of the department and future sales goals.

Maintain customer focus – Work with the team to evaluate new customer goals and assist with identifying solutions that will meet their need. Handle any complaints from the customer, employee disagreements and any other problems that may affect the sales operations.

Job Requirements:

Degree in Business, Business Administration preferred

Three years of direct sales experience required

Technical understanding of the CRM system

Proficient with Microsoft Office Suite

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