

United Arab Emirates Jobs Expertini®

Export Manager (Dubai)

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Company: Talimia Group

Location: dubai

Category: other-general

Identifying new opportunities for future growth to open new markets company's export sales activities. Responsible for the export sales cycle including planning, directing & executing of export sales activities and supporting company's agents overseas. Preparing an annual business plan to achieve the required sales target and company's market share in designated markets. Breaking down sales target for the export sales team to determine each export sales specialist target. Preparing a market survey which covers all prospect customers to support the export sales team. Identifying customers' current and prospective needs and providing information about the company's products. Following up with the company's agents by providing them with all the necessary support including price lists, technical issues and presentations. Directing and evaluating export sales activities of export sales team. Checking and approving the quotation to the company clients and agents. Taking an appropriate action in case of changes of scheduled shipments. Representing the organization at various community and business meetings. Preparing export sales reports to the sales manager on monthly basis. Developing and training export sales team continuously on different export sales techniques and new products. Ensuring that the work cycle is completed successfully starting from production timetable, order schedule, shipping, installation till getting the customer satisfaction certificate. Talimia design and produce the best educational furniture our products conform to international standards and are strong and durable .We study the individual needs and make available educational furniture to suit all needs and age. We study the sizes of the human body from childhood to secondary school age and produce the furniture suitable for each stage of education (Ergonomic

study)we attend to the details when producing educational furniture which is strong and durable

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