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Export Manager-Sales Business Development Jobs In Sharjah | Ronak International

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Company: Ronak International

Location: sharjah

Category: other-general

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Ronak International – Professionally Managed Multinational Business Group, Having an International Marketing Network in over 57 countries across the globe.

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Responsibilities:

Collaborate with the senior management team to develop sales strategies and action plans that align with the company's objectives and market trends in the Marble and granite Industry.

Exports experience is an added advantage as we are looking for someone who can operate at an international level with good product & domain knowledge of Natural Stones like Marble, Granite etc.

Sales & Business Development Manager with Independent Entrepreneurial leadership ability.

An Individual with Tremendous Performance track records, who can take up our group in "J Curve" grid in the shortest time period.

This is an opportunity where you can exhibit your skills & showcase your talent as we are looking for Subject Matter Expert who has the ability to enhance sales & business development activities in the building materials industry

Represent the company at industry trade shows, events, and exhibitions, networking with potential clients and partners to expand business opportunity.

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Requirement

Relationship Building: Skilled at cultivating and nurturing strong, lasting relationships with key clients, partners, and stakeholders, facilitating collaboration and identifying new business opportunities.

Proficient in excelling across the complete sales cycle, from prospecting and generating leads to negotiating and finalizing deals, consistently surpassing sales quotas and contributing to company growth.

Skilled in communication, adept at delivering compelling presentations and interacting proficiently, capable of translating complex ideas and value propositions to varied audiences, both within and outside the organization, engendering agreement and support for business development undertakings.

Demonstrated expertise in executing in-depth market research and analysis to identify emerging market sectors, customer requirements, and competitive distinguishing factors, offering actionable recommendations to guide business judgments.

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