

United Arab Emirates Jobs Expertini®

Head of Sales - Corporate & Education

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Company: European Association of Zoos and Aquaria

Location: united arab emirates

Category: other-general

Head of Sales - Corporate & Education Job Details United Arab Emirates Job Identification

2937 Locations Miral Destinations LLC, Abu Dhabi, AE Job Schedule Full time Job

Description 3+ years of work experience in the UAE with at least two relevant sales segments (corporate clients, events companies, schools) UAE Driver License Fluency in English Experience in account management and negotiation Understanding of contractual agreements and legal implications Understanding of revenue management function and account profitability Ability to execute against the rate strategy Excellent selling and upselling skills and understanding of sales processes Strong customer development and relationship management skills Effective decision-making and problem-solving skills Strong communication skills (telephone sales, verbal, listening, writing, presentation platform) Strong multi-tasking organizational skills Leadership competencies with a high results orientation Good level of numeracy Full driving license 7-8+ years of proven sales work experience in/or within the entertainment industry, hotels & hospitality Arabic language proficiency Fluency in a foreign language (Arabic, Russian, Chinese, or Hindi)

#J-18808-Ljbffr

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