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HORECA Business Development Executive Jobs In Dubai | PLUM JOBS

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As part of their growth in the UAE, we are recruiting a UAE experienced outdoors business development manager to join their Dubai office to increase sales, revenue and market share.

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Responsibilities

Lead generation, prospecting, outside sales calls, client visits, email marketing and networking to generate new client meetings to meet and exceed monthly sales targets.

Conduct sales reviews with clients.

Visit industry events and conferences to network and build brand awareness.

Manage sales from initial inquiry to final delivery, order processing ensuring order accuracy and on-time delivery of items.

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Requirement

5+ years UAE / Gulf B2B and corporate sales, business development and client acquisition experience in F&B supplies, kitchenware, linen, bathroom accessories, disposables, corporate gifts, promotional items, office supplies and stationery.

Strong business relationships with management and procurement / purchasing decision makers.

Ability to qualify and convert sales leads and opportunities into closed sales and new client acquisition.

Advanced working knowledge of Microsoft Excel including V-lookup.

UAE driving license is mandatory.

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