

HORECA Head of Sales Jobs In Dubai | PLUM JOBS

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Company: PLUM JOBS

Location: Dubai

Category: sales-and-related

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About the job

Our client is a well-established distributor of everyday hospitality items for the HORECA sector. 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. The successful candidate will be responsible for achieving monthly sales targets through the development of new and existing business

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.

#J-18808-Ljbffr

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