

# United Arab Emirates Jobs Expertini®

## Horeca Sales Executive

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Company: Anzaa Consultants

Location: Abu Dhabi

Category: healthcare-practitioners-and-technical

Our client is a leading FMCG company with strong Horeca channel presence looking to hire a Horeca Sales Executive based in Abu Dhabi.

You will be playing a critical role in driving sales and revenue growth within the food and beverage industry. You are responsible for establishing and maintaining strong relationships with Horeca clients, identifying new business opportunities and implementing effective sales strategies to achieve targets.

### **Key Responsibilities:**

Develop and execute sales plans to meet and exceed revenue targets.

Identify and pursue new business opportunities within the Horeca sector.

Build and maintain strong long-lasting customer relationships.

Negotiate contracts and close agreements with Horeca clients.

Conduct market research and analysis to identify trends and opportunities.

Collaborate with marketing and product teams to develop tailored solutions for Horeca clients.

Provide timely and accurate sales forecasts and reports.

Stay updated on industry trends and competitor activities.

Attend industry events and trade shows to network with potential clients.

Manage the entire sales process from prospecting to closure.

Ensure customer satisfaction and address any issues or concerns.

Keep abreast of product developments and promote new offerings to Horeca clients.

Regularly review sales performance and take corrective actions as needed.

Contribute to the continuous improvement of sales processes and strategies.

### **Required Qualifications:**

Bachelor's degree in business administration, Marketing or a related field.

Proven experience in Horeca sales or a similar role within the food and beverage industry.

Demonstrated success in achieving sales targets and driving revenue growth.

Strong negotiation and presentation skills.

Excellent communication and interpersonal abilities.

Ability to analyze market trends and customer needs.

Proficiency in CRM software and sales management tools.

Strategic thinking and problem-solving skills.

Ability to work independently and as part of a team.

Flexible and adaptable to a fast-paced and competitive environment.

Knowledge of food and beverage products and industry trends.

Proven track record of building and maintaining strong client relationships.

Goal-oriented with a focus on delivering results.

Availability to travel as needed.

horeca,communication,flexibility,customerrelationshipmanagement,presentation,goal-oriented,problem-solving,teamwork,marketanalysis,sales management,crm software,interpersonalskills,negotiation,business development,strategic thinking,salesstrategy,sales,revenue growth,relationship management,marketresearch

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