

United Arab Emirates Jobs Expertini®

Horeca Sales Executive

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Company: Careers International

Location: dubai

Category: other-general

Position Overview: The Horeca (Hotel Restaurant and Cafe) Sales Executive is responsible for generating sales revenue by prospecting and acquiring new clients within the hospitality sector. This role involves developing and maintaining strong relationships with existing clients while also identifying and pursuing opportunities for business growth. The Horeca Sales Executive will work closely with the sales team to achieve sales targets and contribute to the overall growth and success of the organization.**Key**

Responsibilities:Prospect and acquire new clients within the hotel restaurant and cafe sectors.Develop and implement effective sales strategies to meet or exceed sales targets.Build and maintain strong relationships with existing clients to ensure customer satisfaction and retention.Identify new business opportunities and develop innovative approaches to expand market presence.Conduct market research to stay updated on industry trends competitor activities and customer preferences.Collaborate with internal teams including marketing product development and customer service to ensure seamless execution of sales initiatives.Prepare and deliver sales presentations proposals and contracts to potential clients.Negotiate terms and close sales deals to achieve revenue objectives.Provide timely and accurate sales reports and forecasts to management.Monitor sales performance metrics and identify areas for improvement.Stay informed about product features benefits and pricing to effectively communicate value propositions to clients.Represent the company at industry events trade shows and networking functions to promote brand awareness and generate leads.Adhere to company policies procedures and ethical standards at all times.Continuously strive to enhance professional knowledge and

skills through training and development opportunities. Qualifications: Bachelors degree in Business Administration Marketing or a related field (preferred). Proven track record of success in sales preferably within the hospitality industry. Strong understanding of Horeca market dynamics trends and customer needs. - Bachelors degree in Business Administration, Marketing, or a related field (preferred). - Proven track record of success in sales, preferably within the hospitality industry. - Strong understanding of Horeca market dynamics, trends, and customer needs. - Excellent communication, negotiation, and interpersonal skills.

#J-18808-Ljbffr

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