

# United Arab Emirates Jobs Expertini®

## Indoor Salesman

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Company: Emirates Dubai

Location: Dubai

Category: sales-and-related

Building and sustaining long-lasting relationships with new and existing customers based within an assigned sales territory. Traveling within an assigned sales territory to conduct face-to-face meetings with existing and potential customers. Continually meeting or exceeding sales targets by selling company products to new and existing customers. Developing and implementing an effective sales strategy to drive sales. Maintaining an accurate record of all leads, customer accounts, and sales. Collaborating with the marketing department to expand brand presence through the creation of suitable marketing materials. Researching competitors' products and pricing as well as market conditions. Keeping abreast of the latest industry developments by attending meetings, training workshops, and industry events. Strategically negotiating with potential and existing customers to close sales. Emirates connects the world to, and through, our global hub in Dubai. We operate modern, efficient and comfortable aircraft, and our culturally diverse workforce delivers award-winning services to our customers across six continents every day.

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