

Industrial Sales Manager Jobs In Dubai | First Point Group

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Company: First Point Group

Location: Dubai

Category: sales-and-related

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As a Enterprise Sales Manager, your will be responsible to drive the end-to-end revenue growth process with Channel Partners, by cross and up selling, programs execution and adoption, success in promoting sales opportunities and strengthen the Partnership relationship.

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Responsibilities:

Seek new leads/opportunities from customers , and achieve the yearly/quarterly sales target

Build and maintain strong, long-lasting customer relationships

Negotiate contracts and close agreements to maximize profit

Ensure the timely and successful delivery of our solutions according to customer needs and objectives

Build & maintain the healthy relationship with channel partner ecosystem

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Requirements:

At least 5 years of sales experience in related fields and familiar with local Market.

Excellent knowledge for CT products selling.

Experience in End-user touch, and evidence of connection with key customers.

Highly motivated and target driven with a proven track record in sales.

Any of the Specific Industry Customer and Market knowledge, Telco/ISP Industry, FSI, Manufacturing, Private Education & Healthcare, Energy and Transportation, Hotel and Hospitality, Property Developer and Retail, China Enterprise & MNC.

Strong work ethic and communication skills.

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