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Inside Sales Representative Jobs In Dubai United Arab Emirates 2023 | Salt

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We are looking for a motivated and well-spoken inside sales representative to join our sales team. The inside sales representative will be responsible for developing new leads, communicating with customers/.

Responsibilities:Communicating with customers, making outbound calls to potential customers, and following up on leads.

Understanding customers' needs and identifying sales opportunities.

Answering potential customers' questions and sending additional information per email.

Keeping up with product and service information and updates.

Creating and maintaining a database of current and potential customers.

Explaining and demonstrating features of products and services.

Staying informed about competing products and services.

Upselling products and services.

Researching and qualifying new leads.

Closing sales and achieving sales targets.Requirements:High school diploma/GED.

Previous experience in an outbound call center or a related sales position preferred.

Proficiency in Microsoft Office and CRM software such as Salesforce.com.

Excellent communication skills, both verbal and written.

Good organizational skills and the ability to multitask.

Excellent phone and cold calling skills.

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