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a Plastic Masterbatch producing company located in UAE is seeking a motivated and results-driven Sales Executive to join our dynamic sales team. The Sales Executive will be responsible for identifying potential clients, establishing rapport, and closing deals to achieve sales targets. This role requires excellent communication skills, a deep understanding of our products, and a passion for exceeding customer expectations.

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Responsibilities

Identify and research potential clients and leads.

Generate new leads through various channels.

Build and maintain strong relationships with existing and prospective clients.

Understand client needs and offer solutions.

Address client inquiries and concerns promptly.

Develop and execute effective sales strategies to achieve and exceed sales targets.

Present and demonstrate products or services to clients.

Negotiate and close sales deals.

Stay updated on industry trends, market conditions, and competitor activities.

Provide feedback to the management team on market insights and opportunities.

Maintain accurate records of sales activities, opportunities, and deals in the CRM

system.

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Requirement

minimum of 5 years of experience in plastic masterbatch international sales

Willingness to travel as needed.

Professional appearance and demeanor.

Apt in dealing with clients and engagingly presenting product data for potential leads.

Ability to find the right balance between client requirements and company terms, thereby improving profit margins and maintaining fruitful customer relationships.

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