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Junior Business Development Executive Jobs In Sharjah | Ventures Middle East

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Ventures ONSITE (www.venturesonsite.com), a product by Ventures Middle East is a subscription based platform utilized as business development tool providing accurate and detailed information on completed, on-going and future construction projects.

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Responsibilities

Ensure their assigned territory meets or exceeds required quota

Develop processes to obtain leads through possible sourcing opportunities

independently, and work closely with company partners to leverage prospects/clients

Contact potential clients to assess their individual needs and demonstrate how the products can meet or exceed these needs

Maintain regular meetings and check-ins with clients to ensure customer satisfaction

Develop and submit comprehensive proposals for all potential clients

Manage and ensure the accuracy of the sales pipeline and forecasts

Attend exhibitions and conferences where the company is participating, to promote company's products and services

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Requirement

At least 1-2 years of sales experience

Bachelors Degree in similar field

Bilingual/Arabic-English

Understanding the Construction & Energy Sector

Excellent knowledge of Microsoft Office applications, including Outlook, Word, Excel and PowerPoint

Expertise in territory management and organization

Excellent verbal and written communication skills

Exceptional organizational skills

Work independently, self-motivated and a team player

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