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Manager - Sales (Trade Finance) United Arab Emirates Posted on 07/24/2023 Trending
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Company: DP World

Location: , , United Arab Emirates

Category: sales-and-related

Job Purpose

As part of its mission to be a global trade enabler, DP World seeks to offer a Trade Finance product to BCOs (Importers/Exporters) and transporters to ease their working capital crunch under the initiative called “CARGOES Finance”.

To support the business development activities undertaken by the Cargoes Finance business in relation to sales in the UAE, DP World is looking for a Sales role to be based in Dubai.

The main purpose of this role is to raise awareness on Cargoes Finance and the products offered via the platform, identify new business opportunities, proactively outreach to existing and prospective clients of DP World, in collaboration and alignment with the logistics team in the UAE, provide sales support, help connect the companies with both the logistics team in the UAE and the Cargoes Finance team in Dubai, handhold companies on application and utilization of financial products and represent Cargoes Finance in the country.

Key Accountabilities

Overall responsible for the product promotion and sales support to help in meeting the given business plan

Sales support activities to help in converting leads into wins, work closely with logistics team in the UAE to ultimately provide support to increase top-line revenue

Arrange and execute customer visits with the intent to further develop Cargoes Finance in

Dubai and to support the logistics team in the UAE

Work closely with frontline sales team in the UAE to develop bundled product offering (finance + logistics) to offer multiple DP World products and services to the customer

Support the Cargoes Finance team in Dubai and the logistics team in the UAE and in building long term relationships with key contacts at target customers

While companies will be the primary contact, liaise with existing and prospective Financial Institutions on Cargoes Finance where applicable to support the Cargoes Finance team in Dubai by improving the customer experience and resolve client issues in a timely and efficient manner

Support the business growth by analyzing sales trends, markets dynamics and reports to determine business growth potential

Gather market & competitor intelligence to support Cargoes Finance and the UAE logistics team to capture new business opportunities

Be an ambassador for the product for all customer facing activities

Act as an ambassador for DP World at all times when working; promoting and demonstrating positive behaviours in harmony with DP World's Principles, values and culture; ensuring the highest level of safety is applied in all activities; understanding and following DP World's Code of Conduct and Ethics policies

Perform other related duties as assigned

Qualifications, Experience and Skills

Have more than 4-10 years' sales experience in promoting/selling Trade Finance / Corporate & Commercial Banking (Experience with Non-Bank Financial Institutions / Trade Finance Funds is a plus)

Bachelor's Degree in Business Administration, Marketing, Finance, Banking or Engineering.

Excellent knowledge in Trade Finance, more specifically financing imports & exports, pre & post-shipment financing, receivables & payables, supply chain finance as well as inventory finance.

Excellent track record in achieving and exceeding sales targets

Excellent persuasion skills, ability to spot opportunities and go after them with gusto

Patience and the ability to tactfully handle customer negotiations

Problem solving attitude

Ability to work independently without supervision

#J-18808-Ljbffr

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