

United Arab Emirates Jobs Expertini®

Outbound Sales Executive

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Company: Odoo S.A

Location: Dubai

Category: sales-and-related

5th Floor, Building A1, Business Park, Dubai, United Arab Emirates Do you love to talk to people, share ideas, and close deals? Are you an outgoing, adventurous, and goal-driven person? Then we want you to join our team at Odoo Dubai! Odoo is a rapidly growing software company revolutionizing business management with a suite of innovative solutions. We're seeking Outbound Account Executives to drive growth through proactive outreach and client engagement. Your role will be a mix of networking, qualifying, pitching, and problem-solving, as you build lasting relationships with businesses from different industries and leverage your natural charm and charisma to win them over.

Responsibilities

- Develop relationships and build trust with clients
- Lead the entire sales cycle
- Attend networking events, conferences, and trade shows to build your professional network
- Collaborate with marketing and product teams to drive growth and revenue
- Develop relationships and build trust with clients
- Understand client needs and provide tailored solutions to help them grow their businesses

Requirements

- Cold calling experience
- Proven outbound sales experience and leading full sales cycle
- 1-5 years of B2B sales experience
- Strong English/Arabic communication and negotiation skills
- Self-motivated and adaptable
- A passion for sales and a drive to exceed targets
- Competitive salary with uncapped commission
- Comprehensive training and growth opportunities
- Opportunities for growth and career advancement

Positive, collaborative work environment

The chance to work with a cutting-edge product that is revolutionizing the world of business management!

What We Offer

- A full-time position
- Attractive salary package
- End-of-year celebrations, several team buildings!
- Trainings
- Weekly training workshops. Career opportunities in a new growing

office.Sport ActivityPlay any sport with colleagues,the bill is covered.Eat & DrinkLunch, Fruit, coffee andsnacks provided.

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