

Outbound Sales Specialist Jobs In Dubai | Element8

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Element 8 is a leading digital transformation agency based in Dubai. With over 12 years of experience, we have a proven track record of delivering digital excellence. Our specialties include website development, mobile applications, social media, and SEO services. We pride ourselves on crafting award-winning websites that resonate with customers, ensuring meaningful connections and a seamless user experience. Serving in more than 15 countries, our in-house team is dedicated to upholding the core promise of our brand, emphasizing creativity, innovation, and quality.

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Responsibilities

Engage in outbound activities to generate leads and build customer relationships.

Collaborate with the marketing and sales teams to enhance outreach strategies.

Create compelling content tailored to various industries.

Stay updated with the latest in mobile apps, websites, and AI to effectively communicate our offerings.

Utilize tools such as Hubspot, Apollo, and LinkedIn Sales Navigator to optimize outreach efforts.

Continuously monitor and analyze industry trends and competitor activities.

Nurture and maintain relationships with potential clients.

Participate in relevant workshops or seminars to stay updated with the latest sales and

marketing techniques.

Gather feedback from potential clients to inform product and service improvements.

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Requirement

1-2 years of relevant experience.

Bachelor's degree in Business Management or a related field.

Proficient in creating diverse industry-specific content.

Technologically inclined

Exceptional communication skills.

Proactive and go-getter attitude.

Ability to deal effectively with customers.

Proficiency in sales tools like Hubspot, Apollo, LinkedIn

Analytical skills to gauge the effectiveness of outbound strategies.

Ability to multitask and handle multiple projects.

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