

Outdoor Sales Executive - Signage & Interior Finishes - Matrix Finishes LLC

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Company: Qureos Inc

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Outdoor Sales Executive to contribute to generating sales for our company in trading products for Signage and Interior Finishes.

An effective Outdoor Sales Executive must be an excellent communicator and have professional sales skills.

The goal is to help the company grow by bringing in more customers and developing business.

Responsibilities:

Contact potential or existing customers to inform them about a product or service using catalogs/company profile.

Answer questions about products or the company.

Ask questions to understand customer requirements.

Direct prospects to the field sales team when needed.

Enter and update customer information in the database.

Take and process orders in an accurate manner.

Handle grievances to preserve the company's reputation.

Go the "extra mile" to meet sales quota and facilitate future sales.

Keep records of calls and sales and note useful information.

Requirements and skills:

Proven experience as tele sales representative or other sales/customer service role

Proven track record of successfully meeting sales quota preferably over the phone.

Good knowledge of relevant computer programs

Ability to learn about products and services and describe/explain them to prospects.

Excellent knowledge of English

Excellent communication and interpersonal skills

Cool-tempered and able to handle rejection.

Outstanding negotiation skills with the ability to resolve issues and address complaints.

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