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Partner Development Jobs In Dubai UAE 2023 | Olive

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To support the ongoing growth of our office in Dubai, Odoo is looking for Partner Development Executives who can quickly learn new industry management practices and tackle this new challenge. You will be the main point of contact for our different resellers.

Responsibilities:

Developing sales strategies to draw in potential buyers or to solicit new potential customers.

Initiating contact with potential customers through cold-calling or responding to inquiries generated from advertisements.

Creating relationships with customers to identify their potential needs and qualify their interests and viability to drive sales.

Presenting product information to customers once you have identified their needs.

Moving solid leads through the marketing funnel, connecting them to a salesperson, and arranging in-person meetings, emails, or phone calls.

Requirements:

A bachelor's degree in sales, marketing, business, or related field.

Successful completion of coursework in sales techniques, marketing, and communication may be advantageous.

Strong communication, interpersonal, teamwork, and customer service skills.

Good time management and analytical skills.

Good telephone etiquette and computer literacy skills.

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