

United Arab Emirates Jobs Expertini®

Product Assurance - Sales / Business Development Executive

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Company: DNV

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Position Summary:

DNV SCPA India and Middle East is recruiting for energetic, driven and growth oriented PA Industrial Sales Executive with proven selling experience in Product Certification service area. This position is based out of United Arab Emirates / Kingdom of Sauri Arabia.

This is a position responsible for business development of PA Industrial and Medical Services which includes but not limited to CPR 305/2011, ISO3834-2, ATEX, IECEX, PED, Machinery Directive, Norsok M650, MDR / Medical Devices and other related services.

Product Assurance Sales Executive will report directly to the Head of Section, Manager – Product Assurance.

Responsibilities:

Generate leads and business as per target for product certification services

Independently develop and grow sales pipeline and progress opportunities across the different sales stages and get the confirmed contracts.

Proactively seeking to generate new leads and selling to new and existing clients

This role will be ultimately responsible to achieve a sales target. The incumbent will have sales and business development responsibility for both existing and new clients.

This role will also have an active participation in developing the go to market activities for product certification services.

Coordinate client enquiries and ensure to get the confirmed contract

Enhance DNV presence in UAE and other GCC countries.

We have a comprehensive range of benefits. Here's a small selection of what we offer:

Flexible work arrangements for better work-life balance.

Generous Paid Leaves (Annual, Casual/Sick, Compassionate, Local Public, Marriage, Maternity, Paternity, Parental, Household moving, Hajj)

Pension and Insurance Policies (Medical Insurance, Group Life Insurance, Accident Insurance, Prescription glasses, End of service benefits & Pension)

Training and Development Assistance (Professional Membership, On-The-Job Training, Training Programs)

Additional Benefits (Long Service Awards, Mobile Phone Reimbursement)

Company bonus/Profit share

**Benefits may vary based on position, tenure/contract/grade level.

DNV is an Equal Opportunity Employer and gives consideration for employment to qualified applicants without regard to gender, religion, race, national or ethnic origin, cultural background, social group, disability, sexual orientation, gender identity, marital status, age or political opinion. Diversity is fundamental to our culture and we invite you to be part of this diversity.

Position Qualifications

Graduate with relevant qualification in sales and marketing

Minimum of 8+ years of experience with certification body desirable and worked in business development activities for product certification in UAE, KSA and other GCC countries.

Shall have knowledge of product certification and relevant EU directives.

Must be self-motivated.

Excellent customer service skills.

Must have valid Middle East driving license.

Candidate presently working in Middle East desirable.

Demonstrated ability to generate the business.

We conduct pre-employment background check.

This position may be negotiated with variable component based on sales performance.

Local language proficiency (Arabic) desirable

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