

Project Sales Officer Jobs In Dubai | 360 wellness

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Location: dubai

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Maximize income generation for the company and achieve sales targets.

- Coordinate all aspects of the sales process from initial inquiry through to the closing of the opportunity.
- Generate project/business opportunities to meet the company's business plans and growth strategies.
- Ensure that all marketing materials, documents, and correspondence are updated and adhered to the corporate image.

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Responsibilities

- Always professionally represent the company.
- Develop solid, long-term relationships with prospects and maintain existing customer relationships within the commercial construction industry.
- Follow up with the client during the execution of the project.
- Track and report the current status of potential projects, markets, Customer news, and developments.
- Lead the development and preparation of RFPs, Pre-Qualification, formal presentations, proposal, and contracts.
- Ensure all communication with customers is by our standards and correct in content and format.

· Implement Company Policies and Procedures.

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Requirement

- Bachelor's degree preferably in engineering or business administration with a strong Sales background.
- 3+ years prior work experience in Project Sales, Business Development, or related positions.
- Demonstrated results in meeting sales quotas or business development goals.
- Proficiency in using Ms 360 tools & CRM software to track and analyze sales metrics.
- Excellent written and verbal communication skills. Fluency in Arabic is a plus.
- Preferable experience in construction/fit-out/ electromechanical industries. Knowledge and hands-on experience in building materials, bathroom equipment, and swimming pool fittings will be appreciated.
- Knowledge of the sales process with the ability to understand and interpret customer needs using fact-finding to identify sales opportunities.

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