

United Arab Emirates Jobs Expertini®

RAM Sales Expert - American ITAD and components sales focused organization

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Company: Sperton Global AS

Location: Dubai

Category: sales-and-related

Position Overview A prominent American ITAD and components trading-focused organization are searching for a highly skilled RAM or components sales/trading expert. Step into a position where your expertise in IT sales/trading will drive our achievements. Targeting clients in Enterprises, your focus will be on selling RAM, but also CPU, GPUs, and related products. This role is ideal for specialists in product sales/trading, with a preference for locations such as Dubai, Hong Kong, or Shenzhen. About the client The client is a leader American in managing technology lifecycle for large companies globally and is trusted by big names in the industry to handle their asset recovery. With offices in five US locations they have a strong presence in that region. Now they are looking to expand their business into Asia.

Your Impact

- Boost sales:** Grow our customer base in Asia by actively engaging with leads and new customer.
- Achieve goals:** Aim high to meet revenue and margin targets, focusing on RAM sales, and other enterprise components.
- Stay informed:** Keep up-to-date with IT component pricing and the market to make informed decisions and to help the pricing team.
- Build relationships:** Use your network to expand opportunities and reach new sources of products.
- Ensure quality:** Maintain integrity in all transactions, adhering to the company standards.

Qualifications

Empower your success with these essential skills:

- Tech knowledge:** Understand technology products deeply, staying updated on industry trends
- Sales achiever:** Excel in surpassing sales goals in a fast-paced environment.
- Strategic thinker:** Navigate complex pricing structures and negotiate effectively.
- Networking:** Leverage your industry connections to expand business opportunities.
- Effective communicator:** Capture attention with strong verbal and written skills.
- Adaptability:** Thrive in dynamic settings and

handle changing priorities with ease. Language: Excellent english language skills is required, both written and verbal. Mandarin language skills is not required, but positive Education and Experience Background: Bring at least 5 years of experience to the table, with a proven track record of success in RAM and IT component sales. For the right individual, there may be potential for local leadership responsibilities. Ready to work with components sales? Don't miss out on the chance to shine at in this exiting position! Become part of our vibrant team of industry leaders and embark on a journey towards extraordinary achievements. Your path to success begins today — apply now and unlock your full potential! This position is published and managed by the global Recruitment Agency, Sperton Global.

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