

# United Arab Emirates Jobs Expertini®

## Sales Account Manager Ajman

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Company: Khadim Real Estate

Location: , , United Arab Emirates

Category: sales-and-related

The Sales Account Manager is responsible for managing a portfolio of clients and supporting their needs by offering solutions to their business needs. This role will develop and maintain positive relationships throughout the real estate industry. In this role, you will:

- Drive the entire sales cycle from initial customer engagement to closed sales
- Prospect for potential customers using various direct methods such as calling and face to face meeting, and indirect methods such as networking, social selling to clients within the assigned territory
- Qualify prospects against company criteria for ideal customers and sales within the territory
- Consult with prospect about business challenges and requirements, as well as the range of options and cost benefit to each
- Maintain a high level of relevant domain knowledge in order to have meaningful conversations with prospects
- Draft and deliver proposals
- Report on sales activity (Daily Visit Report)
- Keep detailed notes on prospect and customer interactions (adding and updating opportunities for effective follow up)
- Work with the Marketing department to plan and execute generation campaigns
- Provide feedback to sales management on ways to decrease the sales cycle, enhance sales and improve company branding and reputation
- Provide feedback to Company management on market trends, competitive threats, unmet needs and opportunities to deliver greater value to customers by extending company offerings
- Be a positive representative of the company and its brand in the marketplace
- Conduct all sales activities with the highest degree of professionalism and integrity

**Requirements**

- Energetic and assertive with a strong presence
- Persuasive with strong communication skills to initiate, negotiate and close business
- Tactful and smart to handle client's objections and present solutions and options to close sales
- Articulate and well

versed with making presentations and sales pitches to prospective and existing clients  
Strong negotiation skills to achieve best possible outcome out of a sales interaction  
Positive relationship building skills – cultivates and nurtures customer relations  
Competitive attitude with a hunger to succeed in all situations  
Excellent written and verbal communication skills  
Fluent in English, fluent Arabic is an advantage  
Valid UAE driver's license and willingness to hit the road to meet new and existing clients is a must.  
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