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Sales Account Manager | CAD Gulf LLC Dubai

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Sales Account Manager | CAD Gulf LLC Dubai

CAD Gulf LLC is an ICT solutions and service provider in UAE, operating since 1989 in Dubai, UAE.

Our band of solutions covers Infrastructure & Cloud, CAD & Engineering, Wireless Technology, Networking & Security and Business Solutions.

We are the leaders in providing CAD solutions for architecture, engineering, and construction sectors.

CAD GULF is looking for a self-motivated, IT Sales executive, specializing in ICT solutions to join our team. Your primary focus will be on opening new customer accounts, building strong relationships, and closing sales to achieve revenue targets.

This role will be measured by revenue, margin and service sales targets.

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Core Responsibilities:

Responsible for creating new customer accounts.

Maintain an aggressive pipeline of prospects, preparing sales budgets and projections.

Understand client requirements, propose suitable ICT solutions, and prepare customized sales presentations and proposals.

Collaborate with the technical team to ensure accurate and timely solutions to the customers.

Negotiate pricing with the Vendor /Supplier to maximize sales margin and profitability.

Maintain up-to-date knowledge of IT infrastructure solutions and services.

Requirements:

2 years of experience in IT Sales.

Proven track record of closing large deals.

Good communication and teamwork skills.

Self-motivated, target-driven, and results-oriented.

Ability to map and interact at all levels within a potential account.

Salary Package:

Salary package will be based on the target commitment.

Don't miss out on this exciting opportunity – apply now at dubaiofferz.com#J-18808-Ljbffr

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