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Sales Account Manager Jobs in Dubai UAE 2023 | Majid Al Futtaim

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Description:

A sales account manager oversees sales activities and develops relationships with customers. Sales account managers are responsible for managing accounts, ensuring clients are satisfied, and generating new sales opportunities.

Job Responsibilities

Conducting market research to identify selling possibilities and evaluate customer needs.

Actively seeking out new sales opportunities through cold calling, networking, and given marketing strategies

Maintain Comprehensive and up-to-date knowledge of scaffolding systems, market intelligence, industry trends and competition.

Generating Sales leads, enquires and confirmed orders on monthly basis to achieve set target of overall annual business Sales Target.

Generate sales leads for upcoming projects by regular visits, communication and relationship and network building on daily basis to key customers, new and old.

Job Requirements

Bachelor Degree is preferable

High school degree at least

5 years experience in Scaffolding sales, with understanding and awareness of the regions construction industry, knowledge of major market players, and of scaffolding and access systems in general.

Uphold potentials of leadership skills

Demonstrates values of respect, Integrity, Collaboration and Excellence.

Problem solver with ability to identify and propose best fit solutions

Fast learner and passion for sales

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