

# United Arab Emirates Jobs Expertini®

## Sales - Audio Visual (AV)

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Company: Ghobash Group

Location: abu dhabi

Category: other-general

Established in 1982, The Digital Imaging & Office Services Solutions of Gulf Commercial Group was created to become a leading office automation solutions provider for the thriving UAE market. By embracing the printing industry's phenomenal digital transformation over the years, 'GCG-DDS' developed a natural proclivity for new technologies and gained an enviable reputation for its expertise in integrating digital enterprise solutions of all kinds into their client's businesses. Keen to take a market leadership position, GCG-DDS has made the strategic decision to expand its horizons into two focused areas of operation with each carrying a new corporate identity under the umbrella of GCG's holding company – The Ghobash Group. Now known as GCG ENTERPRISE SOLUTIONS, the company focuses on Enterprise Information Management, Digital Transformation, and Interactive Smart Solutions, and guides our clients with the most comprehensive portfolio of business information management technology in the UAE.

**Job Description**

**Client Interaction:** Engage with clients for presentations, demonstrations, and consultations.

**Market Analysis:** Stay updated on AV technology trends and the competitive landscape in Abu Dhabi.

**Sales Strategy Development:** Create and implement sales strategies tailored to the local market.

**Product Knowledge:** Maintain thorough knowledge of AV products and services.

**Collaboration:** Work with the technical and marketing teams for custom solutions and promotions.

**Qualifications:** Bachelor's degree in Business, Marketing, Engineering, or a related field. Technical certifications in AV technology are beneficial.

**Additional Information**

**Technical Expertise:** In-depth understanding of AV technology.

**Sales Skills:** Proficiency in negotiation, persuasion, and closing deals.

**Communication:** Excellent verbal and

written skills in English and Arabic (preferable). Problem-Solving: Identify client needs and offer suitable solutions. Networking: Build and maintain industry relationships. Sales training programs like SPIN Selling or Solution Selling. Courses on the latest AV technologies and market trends. Experience Requirements: Experience in AV sales, preferably in Abu Dhabi or similar regions. Proven track record in meeting sales targets. B2B sales experience is advantageous. Attributes and Behaviours: Interpersonal Interactions: Engage with high-level executives and collaborate with cross-functional teams. Contribution to Company Growth: Drive revenue, strengthen market position, and enhance brand recognition. Networking: Active participation in industry events and conferences.

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