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**Sales / Business Development Executive Jobs In Dubai | Almotahida Education Group**

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Almotahida Education Group, established in 1997, is a provider of turnkey education solutions for K-12 and vocational schools, lifelong learning centers and public libraries. Those solutions could include anything from customized curriculum development to creating interactive enrichment materials; equipping and integrating a smart school with technology and tools; and improving usage of your own materials by digitizing print and developing interactive lessons and quizzes. Additionally, we offer optional training on all our products and services, or we can develop proprietary training workshops for your school or organization. Almotahida collaborates with select world-class technology and education companies to offer unique products to our clients and localized versions when possible.

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Responsibilities

Managing all the private schools in UAE, and other education institute.

relationships through regular close contact account management which will include regular face to face meeting, telephone and email communications.

Proactively identify business opportunities / services offered by the company, ability to

compile and present proposals in order to achieve new sales / signed contracts.

Communicate with Development team, PDM to gather, monitor and analyze performance of the company service usage and availability.

Facilitating resolution of complex technical issues in all areas of assigned products by collecting the necessary documentation.

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Requirement

Address all schools requirements, inquiries,

Provide standard training to new users of company application

Ensure customers needs are addressed on time and served promptly

Regularly conduct follow ups and make sure all Schools needs are satisfied.

Provide proper documentation of all inquiries, feedback, requirements, complaints and all actions taken.

Follow up on payment collections.

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