

Sales Executive – Aftron Jobs in Dubai 2022 | Al Futtaim Careers

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Company: Al Futtaim

Location: , Dubai, United Arab Emirates

Category: sales-and-related

1- Sales Executive – Aftron

Job: Full Time

Location: Dubai, UAE

Job Responsibilities:

Ensure the effective management of the business opportunity cycle for client acquisition and retention in order to execute the operational plan and achieve or exceed the business objectives in line with the business strategy.

Work proactively with the Product Team to determine the pricing of products for projects and dynamically propose adjustments in order to align with the project objectives and achieve the targeted gross margins and net profit objectives in reference to the B2B channel

Ensuring the relationship with customers and partners is nurtured and established in order to build sustainable business partnerships.

Network with Industry counterparts, opinion makers, experts in the field and also learn about the trends and direction of the industry.

Job Requirements:

Minimum 5 years' experience in UAE region handling Key Accounts in Consumer Durables/ Consumer electronics, added advantage in case of experience in New Business / Brands

Start-up.

Mandatory Driving license

University Degree

Excellent negotiations skills

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