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Sales Executive

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ExecutivePosted08/03/2024inSalesbyRufaidh RisminPrintSales Executive HYPE UAE

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PLEASE EMAIL YOUR CV's TO -Info@hype-cs.comSales Executive will be responsible for

creating sales utilizing exceptional customer service for managing current Key Account

business, along with a heavy focus on developing new business.The successful candidate

will have strong presentation skills, an advanced knowledge of sales math including margin,

profitability and budgets, and 5-7 years of sales experience, preferably have a background

in interior design services sales for corporates.Strive to increase clients' awareness of non-

permanent immersive installations through creating long term customer relationships that

will lead to increased sales and profitability.Travel is required.Duties and

responsibilities:Responsible for the overall management of all strategic and operational

Customer Relationship activitiesProvide market feedback to the company leadership regarding

competitive offerings, prospect needs and generate product development ideasDevelop and

maintain Key Account business which includes identifying and pursuing key prospects,

securing appointments, presenting, closing sales, and detailed account follow-upManage

and maintain a constant sales pipeline targeting key accounts and vertical markets for

developmentAchieve assigned monthly, quarterly and annual sales budgets and company

margin objectives.Provide monthly sales forecasts.Monitor and report risks & opportunities

to GM weeklyDevelop strong and productive working relationships with Key Account

customersAnalyze account costing, margins, markdowns and discounts to meet company profitability goalsBecome proficient with the company's internal systemsWork with production team to track customer orders to meet delivery timelinesWork closely with Creative Director and Projects Manager to strategize and execute new product development to promote sales growth and meet customer needsPartner with Key Account Admin to manage operational needs such as sample shipmentsand order entryWork collaboratively with all departments providing information when needed to the warehouse, operations, accounting, purchasing, management, product development and overseas teamsWillingness to travel RequirementsExperience in working with senior management to align sales strategies and solutionsMust have experience of working in a corporate/business focused environmentExcellent negotiation skills, proven track record of successfully pitching for new businessProven track record of increasing revenue through generation of leadsExperience in interior design and non-permanent installations industry will be a big bonus.Sales Executive JobSales jobsSalesCreated ByRufaidh RisminSend Private Chat View ProfileDubai - United Arab EmiratesMap data 2024 GoogleTermsView On Larger MapShare This PageShareJoin Our NewsletterClick to SubscribeAbout We are MECS+R Organizational Governance Annual ReportOur main goal is to help you facilitate your business and raise your personal profile in the Retail and Shopping Centre Industry.Website Membership Gregory Vogt School Global Associate Program Retail People Magazine Directory Publication Retail Congress MENA EventSearch Browse Properties Browse Retail Brands Browse Services Browse Coupons Browse Jobs Browse EventsContents Expert Views Member Articles Discussions Newsletter PodcastsSupport Member Login Contact Us Support CentreTogether We Can! - Join MECS+R Today!2024 The Middle East Council of Shopping Centres & RetailersAll Rights Reserved Terms of Use Privacy Policy #J-18808-Ljbffr

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