

United Arab Emirates Jobs Expertini®

Sales Executive

Apply Now

Company: Mecsr

Location: Dubai

Category: sales-and-related

www.mecsr.org - The Middle East Council of Shopping Centres & Retailers Contact Us
Member Login Become A Member! Home JobsSales ExecutivePosted08/03/2024 inSales
byRufaidh Rismin PrintSales Executive HYPE UAE Dubai - United Arab Emirates Start
Date11/03/2024Full-TimeSend Private ChatTO APPLY 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 goals Become proficient with the company's internal systems Work with production team to track customer orders to meet delivery timelines Work closely with Creative Director and Projects Manager to strategize and execute new product development to promote sales growth and meet customer needs Partner with Key Account Admin to manage operational needs such as sample shipments and order entry Work collaboratively with all departments providing information when needed to the warehouse, operations, accounting, purchasing, management, product development and overseas teams Willingness to travel Requirements Experience in working with senior management to align sales strategies and solutions Must have experience of working in a corporate/business focused environment Excellent negotiation skills, proven track record of successfully pitching for new business Proven track record of increasing revenue through generation of leads Experience in interior design and non-permanent installations industry will be a big bonus. Sales Executive Job Sales jobs Sales Created By Rufaidh Rismin Send Private Chat View Profile Dubai - United Arab Emirates Map data 2024 Google Terms View On Larger Map Share This Page Share Join Our Newsletter Click to Subscribe About We are MECS+R Organizational Governance Annual Report Our 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 Event Search Browse Properties Browse Retail Brands Browse Services Browse Coupons Browse Jobs Browse Events Contents Expert Views Member Articles Discussions Newsletter Podcasts Support Member Login Contact Us Support Centre Together We Can! - Join MECS+R Today! 2024 The Middle East Council of Shopping Centres & Retailers All Rights Reserved Terms of Use Privacy Policy #J-18808-Ljbffr

[Apply Now](#)

Cross References and Citations:

1. [Sales Executive Supplychainjobs Jobs Dubai Supplychainjobs](#)
2. [Sales Executive Malaysiajobs Jobs Dubai Malaysiajobs](#)

3. Sales Executive ArtjobsnearmeJobs Dubai Artjobsnearme ↗
4. Sales Executive Recruitmentjobs Jobs Dubai Recruitmentjobs ↗
5. Sales Executive Searchnzjobs Jobs Dubai Searchnzjobs ↗
6. Sales Executive BangkokjobsJobs Dubai Bangkokjobs ↗
7. Sales Executive Mediajobs Jobs Dubai Mediajobs ↗
8. Sales Executive Gynecologistjobs Jobs Dubai Gynecologistjobs ↗
9. Sales Executive Ukjobscentral Jobs Dubai Ukjobscentral ↗
10. Sales ExecutiveSearchenginejoblistings Jobs Dubai Searchenginejoblistings ↗
11. Sales ExecutiveJobdescriptionsample Jobs Dubai Jobdescriptionsample ↗
12. Sales ExecutivePsychologistjobsJobs Dubai Psychologistjobs ↗
13. Sales ExecutiveNewyorkjobsJobs Dubai Newyorkjobs ↗
14. Sales ExecutiveEnforcementjobsJobs Dubai Enforcementjobs ↗
15. Sales ExecutiveGeologyjobsJobs Dubai Geologyjobs ↗
16. Sales ExecutiveFree-job-alerts Jobs Dubai Free-job-alerts ↗
17. Sales ExecutiveBuenosairesjobsJobs Dubai Buenosairesjobs ↗
18. Sales ExecutiveBuenosairesjobsJobs Dubai Buenosairesjobs ↗
19. Sales executive Jobs Dubai ↗
20. AMP Version of Sales executive ↗
21. Sales executive Dubai Jobs ↗
22. Sales executive JobsDubai ↗
23. Sales executive Job Search ↗
24. Sales executive Search ↗
25. Sales executive Find Jobs ↗

Source: <https://ae.expertini.com/jobs/job/sales-executive-dubai-mecsr-411-131757/>

Generated on: 2024-05-04 by Expertini.Com