

# United Arab Emirates Jobs Expertini®

## Sales Executive, Forklift

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Company: Saudi Diesel Equipment Company

Location: Dubai

Category: healthcare-practitioners-and-technical

SDEC is one of the leading equipment distributors and custom industrial equipment solution providers. SDEC has a dynamic portfolio of products which is determined by the needs of our customers. SDEC culture is characterized by high customer orientation with a long-term view of relationships. Its sister company, SDE Trading shares this dynamism and culture. SDE Trading is inviting applications from experienced sales executives who are knowledgeable and *interested in selling Material Handling Equipment primarily, forklifts*. In this job, the person will be part of a team responsible for evangelizing a growing portfolio of industrial equipment across the assigned territory. The person will be part of the Off-Highway sales team. This job is with one of our sister companies that specializes in supplying industrial equipment for various applications in the United Arab Emirates.

Principal responsibilities for this job are as below:

Develop and implement sales strategies to promote diesel engines and grow the customer base.

Provide technical expertise on diesel engine products, their features and benefits to prospective customers.

Build and maintain relationships with key decision-makers in the industry for customer acquisition and retention.

Identify and secure new business opportunities by conducting market research, cold-calling, and networking.

Prepare and conduct sales presentations to potential customers.

Close sales, and meet Monthly, Quarterly and Annual Sales Targets.

Manage sales orders, contracts, and customer accounts.

Respond to customer requests, concerns, and inquiries promptly and efficiently.

*We are looking for* sales professionals:

With a minimum experience of 3 years in industrial equipment preferably Material Handling Equipment applications in the UAE market with a proven track record.

In-depth knowledge of forklifts and their applications preferably, also having in-depth knowledge of other Material Handling Equipment.

Excellent communication and interpersonal skills.

Ability to work independently and as part of a team in a fast-paced environment.

Customer-focused with a track record of meeting and exceeding sales targets.

Extremely proficient in using CRM software and Microsoft Office suite (Office, PowerPoint, Excel).

Knowledge of the Material Handling Equipment market in the wider Middle East region is an advantage.

Must have UAE Driver's License.

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