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Sales Executive Jobs In Dubai | Black & Grey HR

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Company: Black & Grey HR

Location: Dubai

Category: sales-and-related

Sales Executive Jobs In Dubai | Black & Grey HR

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Black & Grey HR is hiring for a leading provider of Products & Solutions in the Electrical and Lighting fields in the UAE & GCC markets. Our Client is seeking an experienced Sales Executive with a proven track record in selling electrical and lighting products. As a Sales Representative for the African region, you will play a crucial role in expanding their market presence and driving sales in the specified product categories. The ideal candidate should have extensive experience in selling cables, floor boxes, conduits, switches, fans, lights, and related electrical materials. The role will be based in the UAE with frequent travel to various African countries.

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Responsibilities:

Develop and implement effective sales strategies to achieve revenue targets and market penetration in the African region.

Possess in-depth knowledge of cables, floor boxes, conduits, switches, fans, lights, and other electrical materials to communicate product features effectively and benefits to clients.

Build and maintain strong relationships with existing clients and identify opportunities for new business development.

Stay informed about market trends, competitor activities, and industry developments to identify business opportunities and challenges.

Conduct compelling product presentations and demonstrations to potential clients, showcasing the value of our products.

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Requirement

Bachelor's degree in Business, Marketing, or a related field.

Excellent verbal and written communication skills in English. Knowledge of additional African languages is a plus.

Must be willing to travel extensively within Africa.

Proven track record of meeting and exceeding sales targets.

Ability to work independently and thrive in a dynamic and multicultural work environment.

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