

United Arab Emirates Jobs Expertini®

Sales Executive Jobs in Dubai | Delma Group

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Company: Delma Group

Location: , Dubai, United Arab Emirates

Category: sales-and-related

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Job Responsibilities:

analyze market trends and discover new opportunities for growth while being fully aware of new solutions and competition status

build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs

lead, orchestrate & coach virtual teams to execute growth strategy

have a constant learning mind-set

have knowledge of the market Industry and Celum solution Portfolio

have experience in driving end-to-end engagements

show proven ability to understand customer needs, create and deliver customized, customer-focused pitches and solutions

can effectively navigate through ambiguity and complexities related to client management

embody “we-before-me” and the “customer first” mindset that delivers long term success over short term returns
What we offer

a structured on boarding + personal buddy

an open way of communication, where constructive feedback is given and received

Possibility of working from home

Requirements:

subsidies lunch, soft drinks, coffee and organic fruits

a fleet of e-scooters

epic parties, company trips, hikes and sports events

showers freshen up after sports or to wake up in the morning

office in the countryside, surrounded by beautiful lakes and routes for running, biking, etc.

#J-18808-Ljbffr

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