

## Sales executive Jobs In Dubai | dmg events

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Company: dmg events

Location: dubai

Category: other-general

### Sales executive Jobs In Dubai | dmg events

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Based in Dubai, the Sales Executive will Generate revenue and build a network through extensive outreach to prospective clients, be responsible for retention and growth of assigned accounts as well as the generation of revenue from new business. This role will have to close small to medium to high-value deals across the energy value-chain, from small to medium enterprise clients to large, blue-chip companies at senior management or director level.

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#### Responsibilities

Consult with new and existing clients to identify needs, build demand, and sell show packages (single and group) to the event's target market group.

Take full ownership of allocated clients, revenue targets, new business development and reporting.

Identify and qualify new leads and input the data into our CRM.

Take a deep interest in the sales discipline and industry; showing the ability to learn fast and absorb information.

Consultatively sell effective event, advertising, and sponsorship solutions to new and existing clients.

Soliciting new clients to exhibit in assigned trade show(s) within a defined and protected territory.

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Requirement

Participating in outside events that will promote the company as a critical member of the industry and community, such as networking events, breakfast clubs, and industry events.

Preparing and entering all contracts and/or supporting paperwork into Salesforce for timely processing.

Working to achieve industry appropriate mix of clients whose products, services and technology are being displayed at each event.

Creating strong relationships through having face-to-face meetings with existing clients to identify future opportunities.

Promoting and actively cross-selling into events within the dmg portfolio.

Actively participate in regular weekly sales meetings and host one meeting a month.

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