

Sales Executive Jobs In Dubai | RX Global

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Company: RX Global

Location: dubai

Category: other-general

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About the job

Sales & Sponsorship

Will be responsible for the revenue generation through direct sales by selling exhibition stands and sponsorship packages to achieve agreed sales targets.

Identify new prospects for the exhibition to sell them space and sponsorships in accordance with set targets and ensure the revenue budget is achieved and exceeded.

Conduct customer insight to ascertain their long term business requirements and target markets

Works on customer insight and Identifies particular issues of interest or visitors for key accounts

Develops long term account relationships through regular calls and visits, offering information on the customer's sector and sharing information

Understand customer's requirement and offer solutions that will lead to upsell and increase customer's ROI.

Requirement

Promotes excellent customer service by making sure the customers' needs are met and exceeded.

Ensures high customer retention rate.

Maintain market awareness of industry trends through research

Reporting

Provide the Event manager with weekly report detailing sales activities and forecast.

Monitor sales figures and reporting on a weekly, monthly and quarterly basis to enable senior management to be updated on the progress of the space sales and sponsorships.

Prepare and implement sales plans

Creates monthly sales forecasts

Administration

#J-18808-Ljbffr

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