

United Arab Emirates Jobs Expertini®

Sales Executive Jobs In Dubai UAE 2023 | Delma Group

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Company: Delma Group

Location: dubai

Category: other-general

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Description:

We are currently looking to recruit a Sales Executive – SME to join our Toyota SME Team in Abu Dhabi. You will be responsible for identifying business opportunities by establishing the contacts with the SME customer prospects and analyzing sales options.

Job Responsibilities:

Maintains relationship with clients by providing support, information and recommending solutions.

Identifies product improvements by remaining current on industry trends, market activities and competitors.

Prepares reports by collecting, analyzing, and summarizing information.

Maintaining accounts receivables within guidelines

Understanding of the fleet and/or vehicle leasing business in the UAE.

Job Requirements:

Degree or Diploma education preferred, but not essential

At least 2 years in a fleet, business to business sales or major account sales role

Good understanding of the fleet and/or vehicle leasing business in the UAE

Good knowledge of Toyota product ranges and the benefits of those ranges to corporate customers

Proficiency in English.

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