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Work closely with operations teams to ensure smooth handover of new accounts and maintain strong customer relationships.

Maintain comprehensive knowledge of company services, pricing, and value propositions.

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Responsibilities

Identify and target potential clients in the local and international market for freight forwarding services.

Develop and execute strategic sales plans to achieve business growth and meet or exceed sales targets.

Conduct market research and analysis to identify market trends, competitors, and opportunities for expansion.

Build and maintain strong relationships with existing and prospective clients, ensuring exceptional customer service and satisfaction.

Collaborate with internal teams to develop competitive pricing strategies and tailored solutions to meet client needs.

Prepare and deliver sales presentations, proposals, and contract negotiations to secure

new business.

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Requirement

Excellent communication, presentation, and negotiation skills.

Ability to build and maintain strong relationships with clients and stakeholders.

Self-motivated with a strong drive for achieving sales targets and business growth.

Demonstrated ability to work independently and as part of a team.

Strong organizational and time management skills with the ability to prioritize tasks effectively.

Proficient in using CRM systems and other sales-related software.

Willingness to travel for client meetings and industry events as required.

With a minimum of 2 years of UAE experience.

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