

United Arab Emirates Jobs Expertini®

Sales Executive – Lubricant | Saeed & Mohammed Al Naboodah Group Dubai

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Company: Saeed & Mohammed Al Naboodah Group

Location: Dubai

Category: sales-and-related

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Overview:

We are seeking a driven and results oriented B2B Lubricant Sales Executive to join our team and build strong relationships with key accounts. The ideal candidate will have a proven track record of success in sales, a deep understanding of lubricants and their applications, and a passion for exceeding customer expectations. This role offers a challenging and rewarding opportunity to play a vital role in the company's growth and success.

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Responsibilities:

Prospect, develop, and manage relationships with new and existing B2B customers within assigned territory.

Conduct in-depth needs assessments to understand customer requirements and recommend the optimal lubricant solutions.

Negotiate and close sales contracts, achieving or exceeding assigned sales targets.

Educate customers on the benefits and features of our lubricant products, highlighting their value proposition.

Provide technical support and after-sales service to customers, ensuring their satisfaction and loyalty.

Identify and qualify new sales opportunities by attending industry events, networking with relevant stakeholders, and conducting market research.

Prepare and deliver sales presentations and proposals effectively, communicating

product features and benefits in a clear and concise manner.

Monitor and analyse sales data to identify trends, track performance, and adjust sales strategies as needed.

Collaborate with internal teams (marketing, technical, logistics) to ensure seamless customer experience and timely order fulfilment.

Maintain accurate records and reports, complying with company policies and procedures.

Qualifications:

- Graduate with minimum of 5 years of experience in B2B sales, preferably within the lubricants industry in UAE Market.
- Proven track record of exceeding sales targets and achieving individual goals.
- Strong understanding of different lubricant types (engine oils, greases, gear oils, etc.) and their applications.
- Excellent communication and interpersonal skills, with the ability to build rapport and trust with customers.
- Negotiation and persuasion skills to secure sales deals and achieve profitable outcomes.
- Problem-solving skills to identify customer needs and recommend appropriate solutions.
- Ability to work independently and as part of a team, prioritizing tasks effectively and managing time efficiently.
- Proficient in Microsoft Office Suite and CRM software.
- A valid driver's license.

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