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Sales Executive – Manpower Outsourcing Jobs in Abu Dhabi

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Description:Job: We are currently looking for an experienced Sales & Business Development Executive based in Abu Dhabi. Reporting to the Senior Sales Manager, the successful candidate will be responsible for generating sales from a portfolio of small to big business accounts in accordance with agreed quarterly targets to maximize company profitability.
Responsibilities:Generating enquiries and new business for our Manpower Outsourcing Division.

Prepare technical/commercial proposals based on clients requirements.

Follow up on submitted quotations to obtain contracts & to achieve sales targets.

Maintain all records on CRM as per Company and Commercial Department policy.

Coordinate site surveys along with the operations department. The recommendation of the operations department to be included in proposals submitted to clients.

Meet clients regularly in order to understand the level of customer satisfaction with service delivered. Highlight noteworthy meeting minutes to key stakeholders

internally.**Requirements:**Degree / Diploma in any field from a reputable university

Minimum 5 years experience in sales, the last 2 years from security services, facilities management and/or manpower outsourcing industry.

Proven successful sales track record

Strong business and commercial acumen.

Must have a valid UAE driving license.#J-18808-Ljbfrr

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