

## Sales Executive Shipping Jobs In Abu Dhabi | Qureos

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Company: Qureos

Location: , Abu Dhabi Emirate, United Arab Emirates

Category: sales-and-related

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#### About the job

SEEKERS is one of the leading Human Resources, Management, Executive Search, PR, Training & Outsourcing consultancy firms serving clients in the Middle East. We work with top executives to help them make better decisions and deliver the sustainable success they desire. We are passionate about achieving better results for our clients – results that go beyond financial and are uniquely tailored, pragmatic, holistic and enduring. Our objective is to enable employers to become more stable, more productive, more profitable, and more successful by whatever measures are important to them and their industry. We accomplish this objective by supporting our clients in building talented, dedicated, and loyal workforces – guided and inspired by leaders who are equipped to serve as both visionaries and effective managers of resources

#### Requirement

Responsibilities: – Develop and maintain strong relationships with clients – Identify new business opportunities and develop sales strategies to drive growth – Work closely with the operations team to ensure that all client needs are met – Prepare and deliver sales presentations to prospective clients – Negotiate contracts and pricing with clients – Monitor market trends and competitor activity to identify new opportunities  
Skill Requirements: – At least 3 years of experience in client management and shipping – Strong communication and interpersonal skills – Ability to work independently and as part of a team – Strong negotiation and sales skills – Knowledge of the shipping industry and market trends

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