

Sales Executive

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Company: Faham Doors

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Faham Doors is currently looking to recruit an energetic Sales Executive with experience in a similar role for at least 3 - 5 years.

The candidate for this position will excel at creating and closing new opportunities. By using a consultative approach to selling, the suitable candidate will use their expertise to identify and qualify leads, leading to sales opportunities with both new and existing customers.

As well the candidate should be a sales closer-hunter; to close sales and hunt for new sales opportunities. Must be an excellent team player to help in increasing total sales and achieving the desired team target.

Responsibilities:

- * Explaining and guiding the customers about the Faham Doors products and services and presenting them the showroom display products.
- * Meet and exceed sales targets.
- * Inbound sales inquiries closing.
- * Handle the follow-up, customer visit, negotiations, and the deal closing.

- * Preparing the quotations and negotiations.
- * Reminding the customer with the contract terms and the site readiness conditions.
- * Establishing new, and maintaining existing, relationships with customers.
- * Managing and interpreting customer requirements.
- * Negotiating and closing sales by agreeing terms and conditions.
- * Administering client accounts.
- * Preparing and presenting sales report to the management.
- * Collaborate with team to understand customer requirements and provide sales support.

Qualifications:

- * Preferably with prior experience in construction background.
- * 3-5 years of experience in sales with engineering background.
- * Technical sales experience is required.
- * Strong written and verbal communication skills.
- * Hands-on experience with CRM software is a plus.

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