

United Arab Emirates Jobs Expertini®

Sales Executive - Wooden Board Manufacturing

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Company: Black & Grey HR

Location: Abu Dhabi

Category: architecture-and-engineering

Black & Grey HR is recruiting for a prestigious and toptier manufacturer of specialised woodbased panel products in Abu Dhabi UAE. Our client is actively seeking a dynamic and seasoned Sales Executive who will be responsible for achieving sales targets building and maintaining customer relationships and driving business growth. The successful candidate will possess exceptional communication and negotiation skills the ability to work autonomously and effectively manage multiple tasks. Responsibilities: Conduct market research to identify selling possibilities and evaluate customer needs Actively seek out new sales opportunities through cold calling networking and social media Set up meetings with potential clients and listen to their wishes and concerns Possess a deep understanding of our wooden board products including technical specifications applications and competitive advantages. Effectively communicate product features and benefits to customers. Negotiate/close deals and handle complaints or objections Gather feedback from customers or prospects and share with internal teams Manage Key Accounts Solution Selling and Pipeline Management catering to both SMEs and MNCs Drive longterm revenue targets and strategic objectives Oversee the sales cycle from initial contact to postclosing stage ensuring all client requirements are addressed and a clear scope of work is defined for the contract Requirements Bachelors degree in Business Administration Marketing or a related field. Minimum of 3 years experience in manufacturing industry B2B sales (Wooden products). Demonstrated track record of meeting and exceeding sales targets. Selfmotivated and able to work independently Excellent communication negotiation and interpersonal skills. Proficiency in CRM software Microsoft Office suite and other sales tools. Analytical

mindset with the ability to interpret sales data and market trends to drive informed decisionmaking. Benefits Attractive Salary Benefits - Specialized in the Sales of Metal Industry specifically stainless steel (pipes, tubes, sheets, coils) - Needs to have 5 years experience in the UAE - Valid UAE Driving License

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