

Sales Executive - Wooden Board Manufacturing

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Company: Black & Grey HR

Location: Abu Dhabi

Category: healthcare-practitioners-and-technical

Job Description

Black & Grey HR is recruiting for a prestigious and top-tier manufacturer of specialised wood-based 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 long-term revenue targets and strategic objectives

- Oversee the sales cycle from initial contact to post-closing stage, ensuring all client requirements are addressed and a clear scope of work is defined for the contract

Requirements

- Bachelor's 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.
- Self-motivated 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 decision-making.

Benefits

- Attractive Salary + Benefits

Requirements

- 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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