

United Arab Emirates Jobs Expertini®

Sales Executive Business Development

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Company: Careers International

Location: dubai

Category: other-general

As a Sales Executive/Business Development at Gulf Careers International you will be responsible for driving business growth through acquiring new clients and expanding existing partnerships. Your primary focus will be on generating revenue by selling our recruitment services to companies seeking toptier talent. This role requires a proactive approach strong communication skills and a passion for building and maintaining relationships.

Key Responsibilities:

- Client Acquisition:** Identify and prospect potential clients through various channels such as cold calling networking events referrals and online platforms.
- Relationship Management:** Cultivate and maintain strong relationships with clients acting as a trusted advisor and strategic partner in their talent acquisition efforts.
- Market Research:** Stay abreast of industry trends market developments and competitor activities to identify new business opportunities and maintain a competitive edge.
- Pipeline Management:** Manage the sales pipeline from initial contact to closing deals ensuring timely followup and effective communication throughout the sales process.
- Collaboration:** Collaborate closely with the recruitment team to align client needs with candidate profiles ensuring highquality placements and client satisfaction.
- Targets and Reporting:** achieve sales targets providing regular progress reports to management and contributing to the development of sales strategies and plans.

Qualifications: Proven experience in sales preferably in the recruitment industry or a related field. Strong track record of meeting or exceeding sales targets and driving revenue growth. Excellent communication negotiation and presentation skills. Ability to understand client needs and develop tailored solutions accordingly. Selfmotivated and resultsoriented with a proactive approach to sales and business development. Bachelors

degree in business marketing or a related field (preferred).Familiarity with CRM softwareBenefits:Competitive salary plus commission and performancebased incentives.Opportunities for career advancement and professional development.Dynamic and collaborative work environment with a supportive team culture. -Proven experience in sales, preferably in the recruitment industry or a related field. -Strong track record of meeting or exceeding sales targets and driving revenue growth. -Excellent communication, negotiation, and presentation skills. -Ability to understand client needs and develop tailored solutions accordingly.

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