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Company: FORALL.FA

Location: dubai

Category: other-general

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About the job

Forall provided many services in the field of marketing, advertising, public relations, and exhibitions, and the major global companies were dealt with within one year the magazine (Beautiful Time) was established and became the first in the field of advertising and marketing.

We care about the details more and more to earn the maximum trust of the companies that allow us to cooperate with them including Lamborghini, Bentley, McLaren, Saudi Airlines, and other major companies.

You Will Be Responsible ForIdentifying opportunities for new business development through following up on leads and conducting research on target clients.

New business generation by meeting potential clients to understand needs and providing relevant solutions.

Managing the sales process to close new business opportunities.

Building strong relationships with the existing portfolio of clients.

Meeting and exceeding weekly and monthly activity and revenue targets.Ideal ProfileYou have at least 1 year of experience within a B2B Sales / Account Executive role, ideally within the e-commerce / Marketplace industry.

You possess excellent interpersonal as well as written and verbal communication skills.

You have a working knowledge of lead generation and communication

You are a strong networker & relationship builder

You pay strong attention to detail and deliver work that is of a high standard

You are adaptable and thrive in changing environments
What's on Offer? Opportunity within a company with a solid track record of performance

Flexible working options

Work alongside & learn from best in class talent#J-18808-Ljbfrr

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