

United Arab Emirates Jobs Expertini®

Sales Manager - Exports

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Company: HTrust Human Resources Consultancy

Location: dubai

Category: other-general

Our Client A leading firm in the Shipping Industry based in Dubai is looking for a Sales Executive to drive export sales initiatives and be responsible for identifying potential clients building relationships and closing deals to expand the business

Position Sales Manager (Exports)

Package kk

Location Dubai

Experience years experience in the Logistics shipping and transport industry in Dubai UAE

Overview As a Senior Sales Manager specializing in Exports for a prominent shipping and logistics company based in Dubai you will play a pivotal role in driving the export sales strategy and expanding the companys market presence across diverse industries The company stands as a preferred logistics service provider renowned for its tailored services and innovative solutions that ensure reliable and cost effective trade operations

Responsibilities

- Strategic Sales Leadership** Develop and execute the sales strategy focused on export markets aligning with the companys overall objectives and growth targets
- Market Expansion** Identify and pursue new business opportunities target potential clients and industries to expand the companys reach and market share
- Client Relationship Management** Nurture and maintain relationships with existing clients while consistently seeking opportunities to upsell services and add value to their logistics operations
- Customized Solutions** Collaborate with the operations team to design tailored logistics solutions that cater specifically to the export requirements of various industries ensuring a competitive edge
- Team Management** Lead mentor and manage a team of sales professionals providing guidance support and motivation to achieve individual and collective sales goals
- Performance Analysis** Regularly analyze sales performance metrics market trends and customer feedback to refine strategies and identify areas for improvement
- Negotiation**

and Contracts Negotiate contracts pricing and terms with clients while adhering to company policies and ensuring profitability Compliance and Documentation Ensure adherence to all legal and regulatory requirements for export activities overseeing proper documentation and compliance procedures Reporting Prepare and present comprehensive sales reports forecasts and presentations to senior management offering insights and recommendations for further business development Industry Networking Represent the company at industry events trade shows and conferences to network build brand visibility and explore partnership opportunities Requirements Bachelors degree in Business Administration Logistics or a related field MBA preferred Minimum of years of progressive experience in sales preferably in the shipping and logistics industry with a focus on export markets Proven track record of successfully meeting and exceeding sales targets in a competitive environment Strong understanding of export regulations customs and international trade practices Exceptional leadership skills with experience in managing and motivating a sales team Excellent communication negotiation and presentation abilities Proficiency in CRM software and Microsoft Office Suite Adaptability to a dynamic and fastpaced work environment Join us in redefining the benchmarks of the shipping and logistics industry while driving the expansion of global trade through innovative and reliable export solutions We offer a competitive salary package performance incentives and opportunities for professional growth within a collaborative and dynamic work culture Remote Work No

#J-18808-Ljbffr

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