

# United Arab Emirates Jobs Expertini®

**Sales Manager | Fresh On Table DWC LLC Dubai**

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Company: FreshOnTable DWC LLC

Location: dubai

Category: other-general

Sales Manager | Fresh On Table DWC LLC Dubai

Fresh On Table is an impact-driven Agri-Tech platform with a mission to promote local farms, sustainability and to assist the food security mission. Our ethos is to reduce carbon footprint by keeping the source of consumption and production closest to each other. FOT is working towards its vision to complete the circular economy sustainability loop by recycling food/farm waste.

Freshontable is an impact-driven AgriTech platform committed to promoting local farms sustainability and supporting the food security mission. Our mission is to reduce carbon footprint by fostering a direct connection between the source of production and consumption.

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Responsibilities:

**Sales Strategy:** Develop and implement effective sales strategies tailored for the HORECA sector, with a specific focus on fine dining establishments.

**Client Acquisition:** Identify and pursue new business opportunities, establishing relationships with fine dining establishments to promote and sell our local produce.

**Relationship Management:** Build and maintain strong, long-lasting relationships with clients to ensure their satisfaction and loyalty.

**Product Knowledge:** Stay informed about our local produce, understanding the unique selling points and benefits for fine dining establishments.

Qualifications:

Proven experience (3-5 years) in sales, specifically within the HORECA sector, with a focus on fine dining.

Strong understanding of the fine dining market, its dynamics, and key players.

Excellent communication and negotiation skills.

Passionate about promoting local produce and sustainable agriculture.

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