

## Sales Manager Jobs in Abu Dhabi | Sharaf DG LLC Careers

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Company: Sharaf DG LLC Careers

Location: Abu Dhabi

Category: sales-and-related

### Sales Manager Jobs in Abu Dhabi | Sharaf DG LLC Careers

#### Description

Create a business development plan for the financial year and clear alignment on sales targets, segments, timelines, and to an extend projects Ensure key accounts of the organization are well managed and develop new opportunities To generate New sales leads on his own. To develop a network of consultants and designers, To track the tenders floated by the government, semi-government and private sectors, obtain the tender document, evaluate, and prepare competitive quotations for approval. To work individually for the entire stages of Lighting project sales – lead Generation, BOQ Understanding,

#### Requirements

Must have experience in Projects – LED lighting Sales and Technical support.

Good knowledge of a full range of LED products like indoor/ Outdoor /Architectural / Façade/ Industrial Lighting.

Strong communication, negotiation, and network skill are key along with a strong understanding of market trends, industry issues, and competitor knowledge.

Years & Field:5+ Years in Lighting / MEP product range.

Educational Qualification: Electrical or Electronics Engineering Degree.

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