

# United Arab Emirates Jobs Expertini®

## Sales Manager (UAE)

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Company: Primelogistics

Location: , , United Arab Emirates

Category: sales-and-related

We are seeking a driven, sales-focused, and leadership-driven Country Sales Manager to join our PRIME team! Our ideal candidate will have a proven track record in increasing sales and customer retention, along with experience in managing overall team performance. The focus of the role is to develop effective sales strategies to promote growth within United Arab Emirates.

**Responsibilities**

- Research market trends and analyse competitor performance to develop effective sales strategies for your assigned country.
- Implement new sales strategies and techniques and provide training on them to other agents.
- Produce monthly sales reports.
- Work in line with KPIs and targets set out by executives.
- Complete independent market research and list new prospects.
- Reach out to customers on a cold and warm basis.
- Book and attend business meetings with potential clients.
- Manage all contracts and paperwork associated with the deal/sale.
- Provide mentorship and training to other sales personnel in the country.
- Manage team performance, and set team targets and goals.

**Requirements**

- Associate degree in business or a similar field
- Minimum of 2 years previous experience within a managerial or supervisory role
- Minimum of +5 years' experience in the sales and business development industry
- Ability to communicate with customers and other staff members
- Strong problem-solving skills
- Knowledge of sales software and CRM systems and their functions
- Resilient and positive nature
- Able to work as part of a team and achieve team goals and targets
- Strong communication skills, both written and verbal
- proficient in the use of computers and their software
- Good interpersonal skills
- Good listening skills, with high levels of attention to detail
- Ability to multitask
- Ability to speak Arabic, Malayalam, Hindi, French, Chinese would be an added advantage

Interested candidates may apply to

hr@primelogistics.ae or click here toPRIME Logistics FZCO is a freight forwarding company established in October 2016 with office strategically located in Dubai Airport Free Zone.Warehouse G09, Dubai Airport Freezone,Dubai, UAE  
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