

Sales Operations Executive Jobs In Dubai | Informa Markets

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Informa Markets, a division within Informa, creates global platforms for industries. We organise over 500 large-scale branded and transaction-oriented events in 14 specialist markets. These are typically not-to-be-missed annual events where buyers and sellers build relationships, see and show products and do business.

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Responsibilities

The Sales Operations Executive supports a business unit sales team, who are selling across different regions, multiple brands (products/events) and customers. Sales Operations is a pivotal new function within the business, providing structured sales administration, Salesforce (CRM) support, data analysis, reporting and information entry support to Sales teams.

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Requirement

Assist with administrative activities in support of forecasting, preparing presentations for budget and strategy meetings.

Key liaison point with Customer Service and Event Operations team for customer data and event floor plan queries.

Process Agent / Pavilion contracts and all Marketing Solutions contracts (complex

contracts).

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