

United Arab Emirates Jobs Expertini®

Sales & Order Operations Specialist – United Arab Emirates

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Company: Fluid Codes

Location: , , United Arab Emirates

Category: sales-and-related

Home CareerSales & Order Operations Specialist – United Arab EmiratesSales & Order Operations Specialist – United Arab EmiratesFluid Codes is seeking a highly motivated Sales & Order Operations Specialist to join our dynamic team in Dubai, UAE. As a Sales & Order Operations Specialist, you will play a pivotal role in managing the end-to-end process for renewal and new sales, collaborating with the sales representatives. This role offers the opportunity to work with cutting-edge technology and collaborate with cross-functional teams to drive business success.

Key Responsibilities:Engage with sales representatives to prepare, review, process, and expedite sales orders and related workflow and services.Research and understand account data, order history, and special pricing situations to assist with quote proposal generation.Prepare contracts following internal policies and legal procedures.Collaborate with stakeholders to ensure the timely submission and processing of revenue.Perform post-order procedures, such as revenue reconciliation and order splitting.Conduct regular meetings with sales representatives to review opportunities and plan for successful deal closures.Train team members and sales teams on sales policies and processes.Identify opportunities for process improvement and propose solutions.

Requirements:Bachelor’s degree in business, accounting, or a related field.Minimum of 3 years of experience in sales operations, sales support, sales planning, or sales strategy role in a corporate setting.Advanced English language proficiency (able to read, write, and speak in a business environment).Advanced Excel knowledge, including the use of complex formulas, and Pivot Tables.Familiarity with CRM software, such as Salesforce.Comfortable working with large data sets and creating reports.Strong teamwork

and ability to collaborate with different departments. Ability to adapt to a fast-changing environment and drive process improvements. Highly motivated, results-driven, and detail-oriented. Exceptional problem-solving skills and the ability to handle complex issues with minimal supervision. Demonstrated respect, courage, and generosity in interactions with colleagues and clients. Growth mindset. Job Title Sales & Order Operations Specialist – United Arab Emirates Accelerate your digital transformation with engineering simulation solution #J-18808-Ljbfrr

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