

United Arab Emirates Jobs Expertini®

Sales Representative (Dental Consumables) UAE

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Company: Michael Page International (UAE)

Location: dubai

Category: other-general

About Our Client A global leader in the dental industry, specializing in the design, manufacturing, and distribution of innovative dental products and technologies.

Job Description Develop and execute effective sales strategies to achieve or exceed sales targets for the consumables product line in the assigned territory. Identify and prioritize key accounts, dental clinics, and dental professionals to maximize sales opportunities. Possess in-depth knowledge of the company's consumables products, their features, benefits, and competitive advantages. Conduct product presentations and training sessions for dental professionals to enhance their understanding and usage of the company's consumables. Cultivate and maintain strong, long-term relationships with key opinion leaders, dental professionals, and decision-makers in the dental industry. Provide excellent customer service, address customer inquiries, and resolve issues promptly. Monitor market trends, competitor activities, and customer needs to identify opportunities and challenges in the territory. Provide feedback to the management team regarding market dynamics, customer preferences, and competitive intelligence. Work closely with the internal team, including marketing, customer support, and product development, to ensure seamless communication and collaboration. Participate in company-sponsored events, conferences, and trade shows to enhance brand visibility and generate leads. Prepare regular reports and updates for the sales management team.

The Successful Applicant Bachelor's degree in Dentistry. Proven experience in B2B sales in the dental equipment/ consumables/ instruments industry. Excellent communication, presentation, and negotiation skills. Ability to work independently and collaboratively in a dynamic team environment. Strong organizational and

time-management skills.Familiarity with the dental implant market and industry trends is a plus. What's on Offer Competitive monthly salary + benefits

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