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Sales Representative

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Company:ExcelsiorIndustry:ConsultancyJob Location:Dubai, UAECareer Level:Junior (With some experience in the field)Date Posted:16-04-2024Ref. Number:160839You must first log inbefore applying to jobs.Description:Sales RepresentativeJob Responsibilities :-Present, promote and sell products/services using solid arguments to existing and prospective customersPerform cost-benefit and needs analysis of existing/potential customers to meet their needsEstablish, develop and maintain positive business and customer relationshipsReach out to customer leads through cold callingExpedite the resolution of customer problems and complaints to maximize satisfactionAchieve agreed upon sales targets and outcomes within scheduleCoordinate sales effort with team members and other departmentsAnalyse market's potential, track sales and status reportsSupply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.Keep abreast of best practices and promotional trendsContinuously improve through feedbackRequirements2 – 3 years of proven work experience as a Sales RepresentativeExcellent knowledge of MS OfficeFamiliarity with CRM practices along with ability to build productive business professional relationshipsHighly motivated and target driven with a proven track record in salesExcellent selling, negotiation and communication skillsPrioritizing, time management and organizational skillsRelationship management skills and openness to feedbackBachelor's degree / Diploma in business or a related fieldLanguage – English & Turkish (must)Salary – AED 5000 to 5500Location – Dubai, UAE #J-18808-Ljbffr

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