

## Sales Representative Jobs In Abu Dhabi | Carrier

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Company: Carrier

Location: , Abu Dhabi Emirate, United Arab Emirates

Category: sales-and-related

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#### About the job

We are seeking a highly motivated and results-driven Sales Representative to join our team, specifically focusing on Annual Maintenance contract renewals. As a Sales Representative responsible for contracts renewals, your primary goal will be to engage with existing clients, build strong relationships, and successfully negotiate contract renewals to drive revenue growth. Your exceptional communication and negotiation skills, coupled with a deep understanding of our products and services, will be crucial in maximizing contract renewals and ensuring customer satisfaction.

#### Requirement

**Proven Sales Experience:** A track record of success in sales, preferably in a B2B environment, with experience in contract renewals, account management, or customer success.

**Excellent Communication Skills:** Strong verbal and written communication skills, with the ability to effectively present and negotiate contract terms and conditions.

**Relationship Building:** Exceptional interpersonal skills, capable of establishing and maintaining relationships with clients at all levels of the organization.

**Strategic Thinking:** Ability to think strategically, identify opportunities for growth, and propose tailored solutions that align with client needs.

**Customer-focused:** Demonstrated commitment to customer satisfaction, with the ability to

understand client requirements and deliver outstanding service.

Results-oriented: Self-motivated and driven to achieve and exceed sales targets and objectives.

#J-18808-Ljbffr

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