

Sales Specialist

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Company: HTrust Human Resources Consultancy

Location: Dubai

Category: sales-and-related

Our client A leading firm into Beauty and Fragrance Industry is looking for an Import & Export Sales Specialist to boost global sales This role requires a strong understanding of worldwide markets excellent communication skills and the ability to foster relationships with international clients and distributors Collaboration across teams is key for successful execution

Position Sales Specialist (Import & Export)
Package KKK
Location Dubai
Experience Minimum years in export sales with mandatory UAE experience

Specific Requirement Proficient in negotiation BB interactions and Microsoft Dynamics/CRM tools demonstrating outstanding communication skills and a growth-oriented mindset

Key Responsibilities

- Market Research and Analysis** Identify potential export markets and engage existing clients across diverse markets
- Analyse competitor activities** pricing and market conditions to shape effective sales strategies
- Sales Strategy Development** Formulate and execute sales strategies to meet export sales targets
- Identify and address specific client requirements** while leveraging product offerings internationally
- Customer Relationship Management** Cultivate and sustain robust relationships with international customers distributors and partners
- Promptly address customer needs** to ensure high satisfaction and followup
- Negotiation Management** Utilize data from target international markets for pricing negotiations
- Logistics and Supply Chain Coordination** Collaborate closely with logistics and supply chain teams to ensure swift and efficient shipment movements
- Monitor and optimize shipping processes** to meet customer expectations
- Sales Forecasting and Reporting** Develop and maintain precise sales data and forecasts for designated international markets
- Provide regular reports** on export sales performance to senior management

Key Competencies Skilled in navigating complex

situations with strategic thinking Goal driven achieving results with a focus on objectives
Adaptable and culturally sensitive across diverse environments Effective leader managing
small teams strong at problem solving Flexible and adaptive to changing situations
Self motivated team player with excellent communication skills and growth oriented mindset
Proficient in negotiation communication and BB interactions Preferably experienced with
Microsoft Dynamics and CRM tools Top of Form Qualifications Bachelors degree in business
marketing or international sales a masters degree is advantageous Strong grasp of brand
trading particularly in Branded Perfumes & Cosmetics Competitive package with standard
benefits Remote Work No

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