

Sales Specialist Jobs In Dubai | EMIRATES INDUSTRY FOR CAMEL MILK AND PRODUCTS

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Company: EMIRATES INDUSTRY FOR CAMEL MILK AND PRODUCTS

Location: Dubai

Category: business-and-financial-operations

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Job Description

We are searching for an innovative sales specialist with a great analytical mind to join our team. The sales specialist will be tasked with handling daily sales operations, performing in-depth market research, preparing sales forecasts, amend sales policies and make recommendations for business growth.

The candidate should have excellent problem-solving and people skills.

Sales Specialist Responsibilities:

Providing product demonstrations to staff and clients, and taking the lead in resolving complaints.

Conducting market research and sharing findings with the team.

Working alongside the team to draw up strategies to increase customer base.

Setting sales targets and implementing incentives.

Providing accurate sales forecasts and allocating resources so targets are met.

Managing a network of vendors, suppliers and partners / distributors

Maintaining excellent relationships with customers that are built on trust, and encouraging the rest of the sales team to follow this example.

Keeping up-to-date with advancements in marketing, sales and over all the operations per given strategy

Participate on behalf of the company in exhibitions or conferences

Negotiate/close deals and handle complaints or objections

Actively seek out new sales opportunities through cold calling, networking and social media

Skills

Bachelor's degree in marketing, business or similar / business college

Excellent knowledge of MS Office

Hands-on experience with CRM software is a plus

Thorough understanding of marketing and negotiating techniques

Fast learner and passion for sales

Self-motivated with a results-driven approach

Aptitude in delivering attractive presentations

Valid driver's license.

Strong analytical and critical thinking skills.

Excellent customer service and leadership skills.

Strong networking abilities.

Ability to diagnose problems and find solutions.

Ability to remain professional.

Willingness to work overtime when required.

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