

Sales Specialist Jobs In Dubai | Sacoor Brothers

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Company: Sacoor Brothers

Location: dubai

Category: other-general

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Develop a sales strategy designed to achieve revenue targets

- Generate immediate revenue by capitalizing on existing relationships in the sector
- Build upon your existing strong knowledge and understanding of the competitive institutional landscape relationships in Hospitality, Pharmacies, Hospitals, Aviation, Health Safety and others

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Responsibilities

- Develop new corporate relationships with companies that require uniforms for employees
- Present whole-product solutions, maintaining a strong understanding of products and services and innovating new ways to serve businesses and be able to effectively articulate our value proposition accordingly
- Generate and grow new business by successfully executing on a sales plan
- Monitor tenders from target companies; prepare and pitch business proposals
- Update and maintain client profiles on a regular basis, research potential customers and prospects by cold calling in assigned sales territory

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Requirement

- Autonomously run new business activities and plan customer meetings

·Collect information on new products/services and on commercial initiatives developed from industry players and client's feedback on them

·Work with the team to achieve short and long term revenue and profit

·Assist in processing customer orders and shipments according to the demand schedule

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