

Sales Specialist Jobs In Dubai | Sacoor Brothers

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Company: Sacoor Brothers

Location: dubai

Category: other-general

Sales Specialist Jobs In Dubai | Sacoor Brothers

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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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