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Sales Specialist Jobs In Dubai | Stella Stays

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Sales Specialist Jobs In Dubai | Stella Stays

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Established in 2019, Stella Stays is present and growing rapidly in major cities across the Middle East and North Africa (MENA), Europe and North America. Our proprietary technology empowers unmatched efficiency across real estate supply growth, interior design, pricing, economics, bookings, guest service, and property management.

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Responsibilities:

Develop and implement effective sales strategies to attract B2B and B2C clients, resulting in increased bookings and revenue.

Build and maintain strong relationships with corporate clients, understanding their needs and providing tailored solutions.

Conduct market research to identify potential clients and stay up-to-date with industry trends and competitors.

Utilize strong sales presentation skills to showcase the benefits and features of our units to clients.

Communicate fluently in English, Arabic, and Russian to effectively engage with diverse clientele.

Collaborate with the marketing team to create impactful sales materials and promotional

campaigns.

Utilize CRM processes to track sales progress, maintain customer information, and generate reports.

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Requirements

Minimum 5 years of successful experience in B2B sales, preferably within the real estate or residential hospitality sector.

Strong understanding of the real estate and hospitality industry, with a proven ability to navigate the market effectively.

Excellent communication and negotiation skills to build lasting client relationships.

Proficiency in English, Arabic, and Russian languages.

Demonstrated sales presentation skills and the ability to close deals.

Familiarity with CRM tools and processes to manage sales pipelines and customer data.

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