

# United Arab Emirates Jobs Expertini®

## Salesman

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Company: AL BAHAR INDUSTRIES GROUP

Location: dubai

Category: other-general

Building and sustaining long-lasting relationships with new and existing customers based within an assigned sales territory. Traveling within an assigned sales territory to conduct face-to-face meetings with existing and potential customers. Continually meeting or exceeding sales targets by selling company products to new and existing customers. Developing and implementing an effective sales strategy to drive sales. Maintaining an accurate record of all leads, customer accounts, and sales. Collaborating with the marketing department to expand brand presence through the creation of suitable marketing materials. Researching competitors' products and pricing as well as market conditions. Keeping abreast of the latest industry developments by attending meetings, training workshops, and industry events. Strategically negotiating with potential and existing customers to close sales. We are a medium-sized privately operated industrial and trading group that has been in operations for 50 years. The group is based in Kuwait with subsidiaries in Saudi Arabia, the UAE and Qatar. Our industrial base covers adhesives, sealants, automotive refinish and detergents where we work with multinationals for quality products that add value to our customer base. The trading profile supplements the industrial sector and expands into technical solutions for structures and other areas. Disclaimer: Drjobs.ae is only a platform that connects job seekers and employers. Applicants are advised to conduct their own independent research into the credentials of the prospective employer. We always make certain that our clients do not endorse any request for money payments, thus we advise against sharing any personal or bank-related information with any third party. If you suspect fraud or malpractice, please contact us via contact us page. Our goal is to make hiring

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