

United Arab Emirates Jobs Expertini®

Salesperson

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Company: AlBuhaira Marine Services LLC

Location: Sharjah

Category: healthcare-practitioners-and-technical

Advertisement: Sales Representative for Diesel Distribution and Fuel Trading

Company Overview:

Albuhaira Marine Services (BMS) is a leading and accredited supplier of diesel gas oil in the United Arab Emirates (UAE). With a track record dating back to 1998, BMS has established itself as a reliable and trusted diesel fuel provider, offering various services, including chartering, ship repairs and maintenance, bunkering, shipping agency, ship handling, cargo shipping, and sea transport. Our commitment to maintaining the highest quality and customer satisfaction standards has made us a preferred choice in the market.

Job Description:

We seek a highly motivated and results-oriented sales representative to join our team. The Sales Representative will be responsible for promoting and selling our diesel gas oil products and engaging in fuel trading activities with a wide range of customers in the UAE market.

The successful candidate will drive business growth and expand our customer base.

Responsibilities:

Develop and implement sales strategies to achieve company targets and objectives.

Identify and prospect potential customers in various market segments, including construction, transportation, manufacturing, ships onshore, and other gas oil consumptive companies.

Build strong relationships with existing and new customers, ensuring customer satisfaction and repeat business.

Conduct regular sales visits, presentations, and client negotiations to promote our diesel products and fuel trading services.

Provide customers with accurate information and guidance regarding product specifications, pricing, delivery schedules, and other relevant details.

Prepare and submit sales proposals, contracts, and quotations on time.

Collaborate with internal departments, such as administration, marketing, finance, and technical teams, to ensure seamless coordination and efficient service delivery.

Stay updated with industry trends, market conditions, and competitor activities to identify new business opportunities and maintain a competitive edge.

Prepare regular sales reports and forecasts for management, highlighting achievements, challenges, and recommendations.

Qualifications and skills:

Bachelor's degree in business, marketing, or a related field (preferred).

Proven experience in sales, preferably in the oil and gas industry or related sectors.

Strong business acumen and a deep understanding of the UAE market dynamics.

Excellent communication and interpersonal skills.

Self-motivated with a results-driven approach.

Ability to work independently and as part of a team.

Proficiency in the MS Office suite and CRM software.

Valid UAE driver's license

Benefits:

Competitive salary and commission structure.

Health insurance coverage.

Annual leave and other benefits as per UAE labour laws.

Opportunities for career growth and professional development.

We would love to hear from you if you are a dynamic and ambitious professional looking to join a reputable company with a strong presence in the diesel distribution and fuel trading industry. Please submit your resume and a cover letter highlighting your relevant experience.

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