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Senior Presales Consultant Jobs In Dubai UAE 2023 | Hilton Hotel

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Description:

At its most basic level, work in presales involves everything towards a sale up to – but not including – the closing deal. A presales consultant works with potential clients or customers to ensure they have a strong understanding of the services and/or products provided/.

Responsibilities:delivering presentations and demonstrations to prospective and current clients liaising with those developing products/services to gain an in-depth knowledge that you can relate to customers – and to let them in on user behaviour and/or any potential changes clients would like

helping the sales team to reach targets

conducting research into the industry – including competitor research

encouraging clients to buy extras, upgrades etc

potentially considering new markets or clients to contact, based on your knowledge of both the products/services and their users.#J-18808-Ljbffr

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