## **United Arab Emirates Jobs Expertini®**

## Senior Presales Consultant Jobs In Dubai UAE 2023 | Hilton Hotel

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Company: Hilton Hotel Location: Dubai Category: sales-and-related

Senior Presales Consultant Jobs In Dubai UAE 2023 | Hilton Hotel For More Top Organization Jobs Click Here 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. **Cross References and Citations:** 

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