

Senior Sales Executive

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Company: Juma Al Majid Holding Group L.L.C

Location: dubai

Category: other-general

Carry out frequent visits to potential contractors, consultants, and customers and update their files with the latest company profile, literature, Standards and specifications. Provide all necessary information and documents to interested clients. Qualify the company with customers/consultants and contractors. Setup the company with the customers/consultants and contractors. Setup the company sales strategy in-light of the company needs and in coordination with management. Follow up on the inquiry and quoting process. Follow up on the offers been submitted with the concerned parties. Gather information about our company prices, strategies, job security etc, to allow for better planning. Plan, target, and follow up on special projects. When the job is secured, follow up the letter of intent and the draft subcontract agreement, review, comment and amend in line with the company policy and the directive of the company management. Upon the finalization of the subcontract agreement and or the receipt of the letter of intent, the sales manager to collect the tender document (specification, B.O.Q, contract drawing and the main contractor CPM). Approve the job advice complete with the contract document and relevant estimation records to the Engineering Dept, Installation Dept and Production Dept. Perform All his assigned responsibilities per the company`s ISO 9001-2000 Quality System. Bring more inquiries for fitout -fast-track Jobs and other big projects .RequirementsBachelors degree (Preferably in Engineering/Architecture) 4+ years of sales experience in the FitOut industry Proven history of meeting or exceeding sales targets

#J-18808-Ljbffr

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