

# United Arab Emirates Jobs Expertini®

## Senior Sales Executive Fit-Out - Juma Al Majid Holding Group

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Company: Talent Pal

Location: Dubai

Category: sales-and-related

Job Information Industry CONTRACTING & SERVICES City Dubai State/Province Dubayy (Dubai) Country United Arab Emirates Zip/Postal Code Job Description 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 companys ISO Quality System. Bring more inquiries for fitout fasttrack Jobs and other big projects . Requirements Bachelors degree (Preferably in Engineering/Architecture ) 4 years of sales experience in the FitOut industry Proven history of meeting or exceeding sales targets This job has been sourced from an external

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