

## Shipping Marketing Representative Jobs In Dubai | Jupiter Power

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Company: Jupiter Power

Location: dubai

Category: other-general

Shipping Marketing Representative Jobs In Dubai | Jupiter Power

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Collect the market business and client information for the break bulk & Bulk and other Specialized cargo fleet voyage and/or T/C basis in PERSIAN GULF & RED SEA, Identify the customers and their needs.

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Responsibilities

Understand customer needs, and provide the best service to the clients of PERSIAN GULF & RED SEA area.

Conclude and execute best business in line with shipping management guidance and targets.

Make the client development plan of PERSIAN GULF & RED SEA area and proceeding.

Make the weekly and monthly management reporting and follow the instruction of shipping & operations division and company leaders.

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Requirements

Diploma/ Bachelor's degree or equivalent experience is preferred.

3+ years of business-to-business solutions selling experience required with a focus on prospecting new customers and developing existing business relationships, Familiar with the market of Break Bulk cargo & Bulk cargo is preferred.

To possess strong communication, negotiation and interpersonal skills

Demonstrated business math and intermediate computer skills with MS Office skillsets

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