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Location: Dubai

Category: sales-and-related

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To sell all the telecom products and services within the enterprise sector within an assigned geographical region. This includes identification of business needs, proposing of effective solutions and ensuring appropriate application of product/service mix with client companies.

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Responsibilities

Hunting customers for new prospect and arranging the meetings.

Meeting with clients face-to-face to gain a full understanding of their business needs

Recommend appropriate products and services.

Sell the existing products along with multi-product.

Maintain Daily/weekly/monthly visits report.

Maximize opportunities to build, maintain and manage Pipeline.

Resolve customer complaints regarding sales and service.

Approaching new accounts and upselling on the existing base.

Ensuring application of company & department policies

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Requirement

Minimum 1 years of experience in Telecom / Banking / IT / direct sales, with a good track record in reaching targets and developing relationships with customers.

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