United Arab Emirates Jobs Expertini®

Technical Outdoor Sales Executive - Matrix Finishes LLC

Apply Now

Company: Qureos Inc

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Company Overview:

Matrix Finishes LLC is a leading provider of high-quality outdoor finishing solutions. We offer a wide range of products and services for construction, landscaping, and outdoor maintenance projects. Our team is dedicated to providing exceptional customer service and delivering top-notch results. We are currently seeking a Technical Outdoor Sales Executive to join our growing team.

Job Overview:

As the Technical Outdoor Sales Executive, you will be responsible for identifying potential clients, building relationships, and promoting our products and services. You will play a crucial role in driving sales and revenue for the company. The ideal candidate will have a strong understanding of outdoor finishing products and techniques, along with excellent communication and negotiation skills.

Key Responsibilities:

- Identify and target potential clients in the Signage, Advertising, Exhibition & Interiors & Contracting industries.
- Build and maintain relationships with clients to understand their needs and provide tailored solutions.
- Promote and sell Matrix Finishes LLC's products to potential clients.
- Develop and implement strategic sales plans to achieve company targets and objectives.
- Stay up-to-date with industry trends, products, and competitors to maintain a competitive edge.
- Attend trade shows and industry events to network and generate leads.
- Prepare and deliver presentations, proposals, and contracts to clients.
- Collaborate with the marketing team to develop sales materials and campaigns.
- Provide technical support and guidance to clients as needed.

Requirements:

- Bachelor's degree in Business, Sales, Marketing, or a related field.
- Minimum of 4 years of experience in Signage, Advertising, Exhibition & Interiors & Contracting industries.
- Proven track record of meeting and exceeding sales targets.
- Excellent communication, negotiation, and networking skills.
- Ability to build and maintain strong relationships with clients.
- Proficient in MS Office and CRM software.
- Willingness to travel and work flexible hours as needed.
- Valid UAE driver's license with own vehicle.

Benefits:

- Competitive salary and commission structure.
- Health insurance.
- Professional development opportunities.
- Fun and dynamic work environment.

Cross References and Citations:

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