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Telesales Executive Jobs In Dubai | Caliberly

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Company: Caliberly

Location: Dubai

Category: sales-and-related

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Sales Process: Manage the entire sales process, from initial contact and product presentation to negotiation and closing deals.

Record Keeping: Maintain accurate and organized records of sales activities, client interactions, and progress in the CRM system.

Market Research: Stay informed about market trends, competitor offerings, and client preferences to provide valuable feedback to the team.

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Responsibilities:

Sales Prospecting: Conduct proactive outbound calls to potential clients within the Arabic-speaking market, with a focus on health and fitness enthusiasts.

Industry Knowledge: Utilize your expertise in the health and fitness industry to articulate the benefits of our products and services, addressing clients' specific needs and goals.

Product Knowledge: Stay up-to-date on our product offerings, understanding their features and benefits, to effectively communicate them to clients.

Relationship Building: Build and maintain strong client relationships, providing personalized support, guidance, and solutions.

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Requirement

Industry Experience: Proven track record in telesales within the health and fitness industry is essential.

Language Proficiency: Fluent in Arabic, with strong communication skills in both Arabic and English.

Sales Skills: Exceptional telesales and negotiation skills with a persuasive and customer-focused approach.

Product Knowledge: Demonstrated ability to quickly grasp complex product offerings and explain them effectively to clients.

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