

United Arab Emirates Jobs Expertini®

Telesales Executives

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Company: Element MEA

Location: dubai

Category: other-general

Description About the Company:A SIRA-approved telematics and security service provider. We offer GPS tracking systems, fleet management solutions, and fuel and cold chain monitoring. Our clientele is spread across different verticals; we provide a combination of efficiency and convenience in our services and are a trusted partner to choose from the market.

Working Conditions:Office Location: Silicon Oasis- Dubai Husband/Father visa holders are also welcome.

Key Responsibilities:

- Contact potential /Targeted customers by phone to achieve new Business
- Attend incoming communication through phone calls, Emails and live chats
- Enter and update customer data base, Lead generation (from Street pictures, advertisements, Referrals, social media and internets)
- listen carefully and ask questions to understand customer requirements to offer suitable products and service
- Introduce our product service, explain its features and benefits to achieve business
- Accompanied and join for meetings with sales team If necessary
- Prepare estimates, do follow-ups and effective negotiation to achieve business deals
- Contact existing customers to get feedback references for new business.
- Responsible for customer service support, documentation, contracts, Subscription renewals and timely payments
- Skills and requirements:

 - Must go through a training and orientation (Minimum of one week)
 - Effective Communication and negotiation skills (English is must, Hindi speaking an added advantage)
 - Knowledge of UAE companies and locations
 - Fast leaner and must have an ability to learn new technologies and products how to use effectively
 - Cool tempered and able to handle different type of people and conversations
 - Basic computer knowledge to handle CRM, Social medias and emails.
 - Must be a target driven person.

Job Specification

Element MEA (Recruiter) is in search of talented and

motivated individuals for the post of Telesales Executives in the field of Sales in one of their office located in Silicon Oasis - United Arab Emirates. The ideal candidate should have ba / bba / mba / bsc / be or relevant qualification and atleast 1 year of experience. The position require telesales, lead generation, new business, incoming, effective communication, calls, customer, social media, service, product, benefits, negotiation, feedback, customer service, support, documentation, contracts, subscription, renewals, payments, training, orientation, negotiation skills, target mandatory skills. This is a Full-Time morning shift job. Salary vary between 2k to 3k (AED) per month depending upon skills and years of experience candidate got. Disclaimer: Vacancies.ae is an exclusive platform that ought to help jobseekers & employers to be joint. We restrict any endorsement that demand for money and strictly advice against sharing personal or bank related information. If you notice any deception or fraudulent, kindly send us an email at support@vacancies.ae.

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