

JOB DESCRIPTION : SR. SALES EXECUTIVE

Growth Mindset | Go getter | Highly Motivated | Ethical | Bachelors Degree

Sales Experience in UAE/GCC markets |Ability to steer sales process meeting targets

Job Responsibilities:

- Manage a portfolio of System Integrator accounts and corporates to ensure customer retention and maximize output from key account portfolio.
- Maintain relationships with customers by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements
- Win new customers from building own prospect base through proactive prospecting techniques including cold calling
- Identify project opportunities engage with Consultants, MEP Contractors , System Integrators and Sell products by establishing contact and develop relationships with prospects; recommending solutions.
- Prepare report on a daily / weekly / monthly basis to assist in planning strategies for acquiring potential business and understanding future trends.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Maintain all data within CRM system. - Meet and exceed the agreed specific performance objectives.
- Achieve team and individual sales targets as set by the management Team within the agreed time scale.
- Create frequent reviews and reports with sales and financial data
- Participate on behalf of the company in exhibitions or conferences
- Negotiate/close deals and handle complaints or objections

Requirements :

- Bachelor Degree in Electrical or Electronics Engineering or equivalent
- Proven Track record of Sales.
- Strong Technical Knowledge in Access Control and CCTV.
- Good Interpersonal and Communication Skill
- Organized and Detail Oriented
- Able to Work Under Pressure
- Valid UAE Driving License
- Min 5 years in core sales experience in similar segments selling Identity & Access products, software, access control related products & Solutions.

Location : Dubai Internet City, Dubai United Arab Emirates



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jobs@smartworld.ae