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Sales and Marketing Position

Arbeitspensum
Vollzeit

Arbeitsort
Dubai

Beschreibung
A privately owned company engaged in Oil & Gas, refined Products, and Petro Chemicals for more than a decade both locally and internationally looking to fill an immediate requirement for an experienced Sales & Marketing Executive to operate in our Dubai-U.A.E. olice.

Zuständigkeiten / Hauptaufgaben
Meet company objectives for revenue through the development and orchestration of elective marketing plans and sales processes. Establish contact with individuals and organizations to make sales presentations that will lead to building strong relationships with existing goodwill customers as well as new customers as per company standards. Enhance the company brand in targeted markets through the development and execution of elective marketing strategies. Electively manage the sales and marketing department independently through training and collaboration with the management's strategic creation of sales and marketing plans.

Duties and Responsibilities

- Function as an elective member of the management team, setting overall direction for the company, and representing the sales and marketing functions in all planning elorts as per assigned area (local or international) of expertise/native language. • Exceed company targets for sales revenue and goals for sales activity metrics. • Identify the potentiality of 1.0 existing clientele either to continue or terminate business deals and 2.) new markets and customers.
- Develop annual and monthly sales plans and marketing plans including revenue targets, budgeted expenses, marketing, advertising, and promotional programs, and resources and sales territory activity goals.
- Deliver elective sales presentations for the development of sales strategies and processes for target markets.
- Maintain sales and marketing capacity through elective hiring and training for sales representatives and marketing personnel and territory or account assignment for account managers, as applicable.
- Ensure up-to-date documentation of all sales activities, results, customer and partner information, and sales routes and territories.
- Participate in and network/ing with executives, within specified trade associations, alinity groups, networking organizations, and community associations. • Assist in establishing pricing for services.
- Track and report significant changes involving the economy, markets, and competitive landscape related to the company's services.
- Participate in trade shows, industry, and community organizations as required. • Maintenance and proper management of assets/electronics issued by the company – e.g., vehicles, computers, mobile phones, and other communication devices • Share input to the company website for upgrades and updates.
- Maintain at all times the standard "CLAUSE OF CONFIDENTIALITY" for the received, shared either verbal or electronic materials, information, and proprietary knowledge, relating to or associated with the company.

- Work with managers responsible for all company functions to support planning related to capacity and ability to electively deliver timely quality services to customers.
- Work closely with Operations management to remain current on active job status and progress to keep customers and referral sources updated.

Qualifikationen / Anforderungen

- **Integrity Ironclad:** Does not cut corners. Do what is right, even when it means taking a stand. Earns the trust of coworkers. Intellectually honest. Not politically expedient.

- **Oral Communication:** The individual speaks clearly and persuasively in positive or negative situations. Elective in one-on-one, small, and large group situations. Adaptable and able to think on his / her feet.

- **Written Communication:** Writes clear, precise, well-organized letters, proposals, and emails. The individual edits work for spelling and grammar and can read and interpret written information. Uses appropriate vocabulary and grammar. Is familiar with the structure and content of business procedures.

- **Judgment and Decision-Making:** Applies a mature approach to decision-making. Demonstrates consistent logic. Anticipates consequences of decisions.

- **Dependability:** The individual is consistently at work and on time, follows instructions, responds to management direction, and solicits feedback to improve performance.
- **Technology:** The individual uses typical communication devices to electively speed communication and appropriately utilizes company-approved customer contact management, standard word process