

Senior Sales Executive-Express

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Company: Tanqeeb

Location: Bahrain

Category: other-general

Job Summary:

We are looking for a Senior Sales Executive to help us increase our sales revenues and maintain customer relationships within an assigned geographical area.

In this role, we seek outstanding organizational and sales skills. We expect you to be an excellent communicator who understands customer needs. If you are also goal-driven and analytical, we'd like to meet you.

Ultimately, you will ensure our clients are happy and search for ways to grow our sales.

Responsibilities:

Analyze data to find the most efficient sales methods.

Meet with customers to address concerns and provide solutions.

Discover sales opportunities through consumer research.

Present products and services to prospective customers.

Participate in industry or promotional events to cultivate customer relationships.

Assess sales performance according to KPIs.

Monitor competition within assigned region.

Prepare and submit reports to the Regional Sales Manager and update CRM on daily basis.

Qualifications:

Proven experience as a Sales Executive for min 3 years in similar industry.

Proven track record of increasing sales and revenue; field sales experience is preferred.

Ability to develop sales strategies and use performance KPIs.

Proficient in MS Office; familiarity with Salesforce is a plus.

Excellent communication skills.

Organizational and leadership ability.

Problem-solving aptitude.

Thorough understanding of marketing and negotiating techniques.

Self-motivated with a results-driven approach.

Excellent organizational skills and target oriented.

Proficiency in Arabic & English.

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