



**Job Title**                      **Sales Executive**

**Report to Manager**        **Head of Sales & Marketing**

**Location**                      **Dubai**

**Role Purpose**                Responsible for developing sales strategies and managing sales Leads in order to achieve set sales goals, targets and revenue.

**Working Relationships internal & external as needed**

#### **Duties and Responsibilities**

- Analyze, determine the most crucial needs of the key customers, and ensure that they receive first-class customer care and service.
- Devise strategy to manage the account and setting objectives about the account management for all key accounts executives.
- Develop and implement effective sales strategies
- Ensure to achieve account profitability at all time for all accounts.
- Interact and communicate with the client on a regular basis to determine changing requirements and preferences and on-time delivery of products.
- Perform continuous market analysis and research on the dynamics of the account.
- Conduct periodic account reviews and ensure set volumes and revenue targets are achieved.
- Provide leadership and guidance to your customer service, planning and logistics teams to ensure that customers receive their appropriate shipments
- Utilize in-depth industry knowledge to build credibility and become a trusted advisor with customers
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#### **Health and Safety**

- Follow safety instructions put in place to prevent workplace injuries or accidents

#### **Knowledge and Skill Requirements**

- Must be a college Graduate, preferably in the field of Business Management, Behavioral Science or any other related courses.
- 5-8 years extensive experience in Sales & Marketing in manufacturing, preferably in corrugated box production
- Excellent track record of achievements in various aspects of sales and marketing with solid business acumen
- Adaptability to the changing and challenging business environment and willingness to accept and implement new ideas
- Excellent communication skills in English Arabic speaker would be advantage

**For interested candidates Please send your resumes to [HR@arabpack.com](mailto:HR@arabpack.com) – with the subject line mentioning the role that you wish to apply**