



JLX International DMCC

Office 27-A, Gold Tower, Cluster I, Jumeirah Lakes Towers,
Dubai, United Arab Emirates, P.O. Box 338486
Telephone Number: +971 4 5542600 | Fax: +971 4 5548129
www.jlx-international.com | Email: info@jlx-international.com

Job Title: SALES EXECUTIVE

Monthly Salary: To be discuss upon Interview

Mandatory: Valid U.A.E Driving License

Requirements/Qualifications:

- Bachelor Degree in business or related field
- Experience in Oil & Gas and Construction companies
- Proven track record in Sales environment
- Good English communication skills verbal and written
- Understanding of commercial trends and marketing strategies
- Impeccable customer service skills
- Sales-driven, results-driven, and target-driven attitude
- Aptitude for persuasion and negotiation
- Expert in time management
- Professional and organized work ethic
- Ability to adapt and grow in a competitive environment
- Ability to work well under pressure
- Ability to meet and/or exceed monthly and quarterly sales quotas
- Ability to create and deliver client presentations, especially power points and/or white papers
- Fast learner and quick thinker
- Passionate about sales
- Proven work experience as Sales Officer, or similar role (at least 2-3 years)

Duties and Responsibilities:

1. Responsible for client's inquiries, concerns, and answer client questions accurately
2. Negotiate/close deals and handle complaints or objections
3. Facilitate cold and warm calls to prospective clients, schedule meetings, and follow up through on calls/emails/wechat
4. Demonstrate and promote products and services as deemed necessary by clients and management
5. Maintain positive business and customer relationships in the effort to extend customer lifetime value
6. Track all appointments, sales, complaints, status reports, etc. thoroughly for manager review
7. Analyzes and creates a plan for attracting the target market
8. Establishes superior time management skills and meets sales deadlines
9. Develop strategies for more effective sales, both individually and as part of a team
10. Self-improve continuously by way of experience and manager feedback
11. Conducting market research on competitors and gather feedback from customers or prospects and share with internal teams

