

## Sales Executive

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Company: Confidential

Location: Kuwait

Category: other-general

### Main Accountabilities-

- Developing and meeting sales targets and strategies with the help of the Country Manager.
- Sourcing new clients and presenting the company products in a professional manner.
- Advises potential and current clients regarding the products available, offering range of moving solutions appropriate to the client.

### Duties-

- Identifies new business opportunities by identifying prospects and evaluating their position in the market; researching and analyzing sales options.
- Presents and sells company products by establishing contact and developing relationships with prospects.
- Solves clients' complaints and recommends most suitable solutions.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities.
- Identifies product improvements by remaining up to date on industry trends, market activities, and competitors.
- Prepares sales reports by collecting, analyzing, and summarizing information and presents

it to the country manager.

- Maintains quality service by establishing and enforcing organization standards.
- Contributes to team effort by accomplishing related results as needed.
- Participates in events, exhibitions, forms on behalf of the company reflecting a professional image.

#### Skills

- Customer centric, good sales experience, ability to work under pressure, good customer managing
- Previous experience in sales, fashion in hotels and restaurants

#### Requirements:

- Valid residency in Kuwait, and driving license

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