

Sales Executive

Ronautica Middle East LLC

To increase and develop sales for the yachting/boating brands the company represents

Job Responsibilities include:

- Maintaining and developing relationships with existing customers via meetings, telephone calls and emails;
- Acting as a contact between a company and its existing and potential markets;
- Negotiating the terms of an agreement and closing sales;
- Gathering market and customer information;
- Representing the organization at trade exhibitions, events and demonstrations;
- Negotiating variations in price, delivery and specifications with sales and development manager;
- Advising on forthcoming product developments and discussing special promotions;
- Liaising with suppliers to check on the progress of existing orders;
- Recording sales and order information and sending copies to the sales office;
- Reviewing own sales performance, aiming to meet or exceed targets;
- Gaining a clear understanding of customers' requirements;
- Making accurate, rapid cost calculations, and providing customers with quotations;
- Feeding future buying trends back to management

Skills

- Proven track record in yacht or boat sales
- Experience in Yacht Brokerage
- Knowledge of principles and methods of promoting and selling products or services
- Excellent interpersonal skills
- Excellent business communications skills
- Focused and ability to maximize profits
- Fluent in English. Arabic is an advantage
- Computer literate
- Previous experience in the gulf region will be a distinct advantage
- Has Driving License

Education

Bachelor Degree in Business or Related Discipline