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B2B Sales Executive (iMachines)

Hiring organization
iMachines

Employment Type
Full-time

Job Location
Head Office – Finteer Centre, Hoora, Al Manama, Bahrain

Beginning of employment
Immediately

Date posted
November 8, 2023

Description

Engage in sales and marketing to succeed in prospecting and developing new accounts.

Responsibilities

- Market research to identify sales opportunities; identify & classify target customers
- Generate leads to seek sales opportunities through networking, social media, cold calling, etc.
- Understand customer requirements and customize products & services
- Prepare and deliver appropriate presentations on products and services
- Manage all aspects of the sales process from lead generation to contract negotiation
- Responsible for meeting and exceeding monthly and annual sales targets
- Understand marketplace trends and competitive landscape to propose marketing strategies
- Work with internal team to increase sales opportunities
- Ensure proper after sales support and service to clients; proactively resolve all account issues; serve as a point of contact for customer inquiries, requests, and concerns.

Qualifications

- Graduate of any degree preferably in information technology or computer science
- At least 3 years B2B experience preferably for Apple brands
- Excellent spoken and written communication skills (ARABIC speaking – an advantage)
- Strong persuasion and negotiation skills
- Computer literate; ability to make reports

Can join immediately (preferred)