

Fractal Systems FZCO

IT PLAZA Building
Office G10, G11 & G12
Dubai Silicon Oasis
Dubai, UAE

Sales Development Representative (Dubai, UAE)

فراكتل سيستمز ش م ح
مبنى أي تي بلازا
مكتب رقم G10,G11,G12
واحة دبي للسيليكون
دبي
الإمارات العربية المتحدة

Fractal Systems FZCO has been delivering professional technology solutions since 2011. We are a mid-sized company who chooses to be “great instead of big”. Our special event expertise has been adopted by event organizers around the world thanks to our innovative features and visionary conception of modern technology for events. While we rent ready-to-go items, Fractal Systems is also an experienced builder of custom installations.

We have developed an impeccable reputation for our attention to detail, proactive mindset and high level of customer service. It is our mandate to provide consistent service, while making our clients events unforgettable.

We are looking for

We are looking for an ambitious and talented Sales Development Representative to join our team. Your role will be to seek new business opportunities by contacting and developing relationships with potential customers.

Responsibilities

- Grow revenue according to target set by the Top Management
- Qualify leads from marketing campaigns as sales opportunities
- Contact potential customers through cold calls and emails
- Present our company to potential customers
- Identify client needs and suggest appropriate products/services
- Customize product solutions to increase customer satisfaction
- Build long-term trusting relationships with customers
- Proactively seek new business opportunities in the market
- Set up meetings or calls with customers and prospective customers.
- Report to the Sales Manager on (weekly/monthly/quarterly) sales results

Requirements

- Proven work experience as a Business Development Representative, sales representative or similar role
- Hands-on experience with multiple sales techniques
- Track record of achieving sales quotas
- Strong team working skills, ability to adapt to fast-paced, international work environment with a passion for making an impact
- Exceptional client management, communication and presentation skills (both written & verbal)
- Experience with CRM software (e.g. pipedrive)
- Familiarity with MS Excel (analyzing spreadsheets and charts)
- Understanding of sales performance metrics
- Excellent negotiation skills
- Fluency & excellent communication skills in English. Any additional languages are a benefit.
- Ability to deliver engaging presentations
- BSc degree in Marketing, Business Administration or relevant field

Perks & Benefits

- Target on sales
- 30 days holiday
- One round-trip flight tickets per year to home country
- Medical Health Insurance
- Working with a very talented and dedicated staff
- Cool working environment.

How to apply

Please send your portfolio/resume to the hr@fractal.ae

