

Export Sales Manger

Description

- Research and explore potential global market.
- Penetrating new markets to find potential clients and convert them into actual customers.
- Set marketing and business development strategies.
- Identifying direct and indirect sales channels.
- Finding and following up on sales leads to be able to reach a wider client base.
- Understanding customer needs to be able to provide feedback for business development and marketing.
- After-Sales follow up.
- Identify, communicate and coordinate with overseas buyers and build business relationship with them.
- To provide global market intelligence and competitor activity reports to the management.
- Prepare quotation & pricing for overseas buyers.
- Negotiate with international buyer and convince & persuade them to execute sales.
- Execute complete export cycle.
- Identify export new business opportunities and convert them into sales.
- Propose export annual sales target.
- Review and update the export target and prospect customer base.
- Address and close all customer complaints timely to improve customer satisfaction ratings.
- Aware of the international events related to the products and participate in them.

Qualifications

- Bachelor's degree of Business Administration or any discipline
- Excellent command of English and/or any other Language
- Experience +10 years mainly in the export sales function
- Excellent communication skills & presentation skills
- Very good Negotiation Skills

Hiring organization

Roots Management Consultants on
Behalf of Customer

Employment Type

Full-time

Job Location

cairo

Date posted

2022 ,7 22 22 22 22