

## Job Title: Sales Executive

Real Secure, an IT Managed Service Company, is seeking an IT Sales Executive. Responsibilities include connecting with prospective clients in selected regions via multiple portals and promoting the IT product and services ranges we offer and building relationships with the respective procurement specialists and teams of those companies. If you have experience generating leads, we'd like to meet you.

### Responsibilities:

- ◆ Conduct lead generation, prospecting, and qualifying potential new clients.
- ◆ Research companies to create strategic communication plans.
- ◆ Proactively schedule calls with prospective clients via phone and email (including cold calling and reaching out through social media and websites).
- ◆ Maintain a database of client data and update status reports daily.
- ◆ Educate prospective clients on the products and services offered by Real Secure.
- ◆ Achieving monthly lead generation and conversion targets.
- ◆ Interact with other sales, marketing, and project delivery staff to collaboratively determine customer needs.
- ◆ Respond to requests from customers as needed in a courteous and professional manner.

### Qualifications:

- ◆ Strong verbal and written communication skills in English.
- ◆ Verbal and written communication skills in the Arabic language will be a definite advantage.
- ◆ Able to quickly build professional rapport with individuals through various communications channels such as telephone and email.
- ◆ A minimum of 1 year in a professional lead generation or IT selling role.
- ◆ Sales-oriented and goal-oriented, self-starting, and able to work without constant supervision.
- ◆ Proven ability to get results and meet commitments.
- ◆ Ability to work individually and in a team.
- ◆ Previous experience selling IT products or services is a big plus.

### Work Timing

9.30 AM to 5.30 PM (GST) Monday to Friday

Note: The candidate should be available in Dubai.