

Business Development Officer

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Company: Abdullah Yunas Communication Pvt. Ltd.

Location: Lahore

Category: other-general

CCTV and Video Security Solutions manufacturer seeking Marketing Sales Executives to be responsible for successful sales and strategies in high end security markets. Perform all duties in such a way as to ensure revenue achievement, new business development, team cohesiveness, client retention, and customer satisfaction.

Job Specification- Responsible for creating and developing new customer relationships for our Digital Surveillance product line.- Managing and supporting current channel partners, distributors, dealers, and independent rep firms.- Expanding branded sales penetration in new territory focusing on Central States, such as TX.- Proactively communicate and discuss sales strategies with Sales Director and Sales team members- Create and execute results-oriented sales strategies.- Supporting all pre-sale and post sale needs.- Planning and conducting product trainings.- Assist Marketing Department in planning security/surveillance trade shows and booth organization.- Providing detailed weekly and monthly reports.- Communicate all customer/partner technical concerns or issues with Operations Manager,FAE and Sales Director.- Promote and participate in existing and new product market surveys.- Minimum of 3 - 5 years of technical sales experience as well as strategic sales experience in the physical security industry (video surveillance or access control)- Proven track record of exceeding sales quotas- Goal oriented and self disciplined to work from home- Excellent verbal, written, presentation and communication skills- Excellent attention to detail and follow through on customer commitments- Self-motivated, flexible and a team player- Great organizational skills and ability to multitask- Ability to assess, plan and execute sales in both local and international market.- Manage Marketing and sales- Meet

sales targetsCandidate Must Be- Have Good communication skills.- Be regular and punctual.- Ability to generate business.- Should have convincing powersNOTE Candidate interested in part time job may also apply.

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