

Sales Executive – UAE & KSA

Detailed Description:

We're looking for a high-energy, **Arabic-speaking Sales Executive** to help us grow our footprint across the **UAE and Saudi Arabia**.

📍 **Location: Dubai, UAE**

📅 **Job Type: Full-time**

In this role, you will be responsible for identifying opportunities, engaging clients, understanding training needs, and converting prospects into long-term business relationships. If you have experience selling into organizations, enjoy consultative conversations, and know how to drive revenue in a competitive environment, this could be the right role for you.

Ideal profile

- 4–5 years of sales / business development experience
- Experience in **B2B selling**
- Exposure to **training, learning, certification, or corporate education solutions** is a plus
- Arabic speaking is essential
- Familiarity with UAE and KSA corporate markets preferred

What you'll gain

- Competitive fixed salary + incentive structure
- Opportunity to grow in a fast-moving regional sales role
- Exposure to corporate clients across key Gulf markets
- A chance to make a direct impact on business growth

What You'll Be Responsible For

As part of our sales team, you will:

- Identify and develop new business opportunities across **UAE and KSA**
- Manage **inbound and outbound leads** through calls, emails, meetings, and follow-ups
- Understand customer requirements and recommend the right **training and learning solutions**
- Build strong relationships with **corporate clients, HR teams, L&D leaders, and decision-makers**
- Prepare **proposals, quotations, and commercial offers**
- Follow up consistently to move opportunities through the pipeline and close deals

- Maintain accurate records in **CRM** and ensure strong pipeline visibility
- Coordinate closely with internal teams to support smooth customer onboarding and delivery
- Achieve monthly, quarterly, and annual sales targets
- Represent the company professionally in all customer interactions

What We're Looking For

Required Qualifications & Experience

- Bachelor's degree in **Business, Marketing, Sales**, or a related field (or equivalent practical experience)
- **4–5 years of sales / business development experience**
- Prior experience in a **target-based sales role**
- **Arabic speaking is mandatory**
- Strong command of **English**
- Experience in handling **UAE and KSA markets** is highly preferred
- Background in the **training, education, professional development, or learning solutions industry** would be a strong advantage

Key Skills & Competencies

- Strong **communication, negotiation, and closing skills**
- Ability to build trust and long-term client relationships
- Good understanding of **B2B consultative sales**
- Proficiency in **CRM systems** and **Microsoft Office**
- Highly organized, self-motivated, and target-oriented
- Able to work independently while managing multiple priorities
- Confident, proactive, and customer-focused
- Culturally aware and comfortable engaging with **Arabic-speaking clients and regional business stakeholders**

What Success Looks Like in This Role

You will be measured on:

- Achievement of assigned sales targets
- Quality lead generation and conversion


- Speed and consistency of follow-ups
- CRM hygiene and pipeline accuracy
- Growth in customer engagement and revenue across **UAE and KSA**

Why Join Us?

This is an exciting opportunity to be part of a growing business in the **corporate training and professional learning space**, where you will play a direct role in expanding our presence across two of the region's most important markets.

If you enjoy sales, relationship-building, and helping organizations find the right learning solutions to upskill their teams, this role offers both **growth** and **earning potential**.

If you're interested, apply now or share with someone who may be a good fit.

 **To apply, please send your CV to fd@specnt.com**