



**Company: Dynamic Defense Solutions FZE**  
**Head Office: United Arab Emirates**

**Post: Sales Lead Executives**

**Location: Pakistan**

**<https://jobs.dynamicdefensesolutions.com/>**

### **Who are Sales Lead Executives?**

Sales Lead Executives are professionals responsible for generating and managing sales leads or prospects for a company's products or services.

### **Company**

Dynamic Defense Solutions FZE stands as a premier provider of top-tier armoring solutions in the Middle East, renowned for its commitment to premium quality and unparalleled expertise. Currently, the company is expanding its operations and seeking adept candidates to join its Pakistan office as Sales Lead Executives. This role promises an exciting opportunity to represent a leading name in the industry, offering high-quality armoring solutions while fostering enduring client relationships. Candidates with a passion for sales, a strong understanding of the security sector, and a drive for excellence are encouraged to apply, as they embark on a journey with Dynamic Defense Solutions FZE to redefine standards of protection in Pakistan and beyond.

### **Job Description**

1. Conduct thorough market research to identify potential online sales leads and opportunities.
2. Develop and execute strategic online sales plans to meet and exceed revenue targets.
3. Utilize various online platforms and tools such as social media, to engage with prospective clients.
4. Build and maintain strong relationships with clients through effective communication, virtual meetings, and presentations.
5. Provide timely and accurate responses to client inquiries and concerns through online channels.
6. Customize sales pitches and proposals according to client needs and preferences, highlighting the unique benefits of our products/services.
7. Craft compelling and engaging blog content to effectively promote company products, services, and brand messaging.
8. Optimize blog content for search engines (SEO) to increase visibility and drive organic traffic to the company website.
9. Utilize effective prospecting techniques such as cold calling, email outreach, and personalized messaging to initiate contact with potential clients and generate interest in company products.

### **Targets & Benefits:**

1. To achieve the goal of generating 40 to 50 potential sales leads per month.
2. To convert 10 to 15 sales leads into potential sales.
3. To achieve the goal of blogging at least one product content every day on a minimum of 5 social media platforms with optimized blog content.
4. Lucrative Commission Package with Basic Salary
5. Bonuses are provided at the end of each month upon reaching targets

### **What skills are necessary for this position?**

1. Conducting online market research
2. Proficient in written and spoken English
3. Ability to close sales deals.