

United Arab Emirates Jobs Expertini®

Area Optometrist

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Company: Rivoli Group

Location: Dubai

Category: healthcare-practitioners-and-technical

The job

Responsible for achieving the assigned territory objectives primarily focused on sales – value wise & fits wise. Motivate and provide directions to team members to achieve or exceed respective sales budgets with uncompromised customer experience.

JOB DESCRIPTION:

Planning and executing monthly targets

Maintaining and increasing the sales of the focused products for the month

Monitoring team performance & motivating the team to achieve set targets

Analyzing and reporting monthly sales performance

Ensuring Optometrists' checklist, including but not limited to Grooming/License/Vision Care and Contact Lens Clinic (VCCLC) Sanitization, CET process etc. are adhered to

Monitoring and ensuring adherence of the Optical process

Maintaining contact lenses stocking and monitoring sell outs

Keeping abreast on competitor's activities - discounts and promotions etc.

Upstreaming of information/market information pertaining to the competitive market landscape

Training staff regularly during store visits on specific improvement areas identified

Handling induction & boot camps of new joiners and existing staff

PROFILE

Bachelors or Master's Degree in Optometry from a reputed institute

Relevant experience of at least 5-8 years, having managed multiple stores in renowned retail eyewear/optical chains

Should have prior experience of handling team of Optometrists

Should possess strong leadership qualities with excellent communication (verbal & written) and presentation

Immaculately groomed and well presented

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