

Automotive Sales Manager

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Company: Juma Al Majid Holding Group L.L.C

Location: dubai

Category: other-general

Develop Business and action plans for branches to achieve the company's targets and maximize return. Lead, supervise, coach, train, and motivate sales staff to meet and achieve the company's standards and objectives. Oversees daily sales operations and activities of the Branch (sales, customer service, secretary, and logistics) to ensure smooth sales outcomes. Control and follow up on daily, and weekly reports such as test drives, demo cars, marketing reports, and sales activities development to be reported to head office. Control all documentation, location stock, display, and financial transactions aspects in the branch to ensure operations as per policies and procedures. Ensure the company's and group policies, regulations, procedures, and business ethics codes are communicated and implemented within the team to be aligned with the vision, mission, and value Communicate with other internal dept. such as (finance, legal, HR, workshop, stores etc.) to facilitate daily operations. Handling customer complaints with relevant parties as per standards to meet the company's mission and values Ensure compliance of sales process standards and Develop fleet team sales skills through training and coaching to contribute company's objectives

Minimum Requirement University degree in business or relevant majors 10 years of automotive new cars sales and 5 years of managerial experience Excellent communication and leadership skills Microsoft applications literate and Automotive applications

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