

United Arab Emirates Jobs Expertini®

Branch Manager

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Company: SRR Group

Location: dubai

Category: other-general

We are searching for a persuasive Showroom Manager to set and smash our sales targets. To achieve these objectives, the Showroom Manager will be required to oversee the design of the showroom, coach and mentor employees, and monitor inventory. As an expert in sales techniques, you will also be required to attract and secure business.

Responsibilities

- Organising and executing training programs for branch personnel
- Evaluating employee performance and providing feedback and coaching as needed
- Developing and implementing sales plans
- Briefing employees on current sales goals, promotions, and other relevant information
- Interacting with customers on a regular basis to ensure satisfaction and gain useful feedback
- Resolving customer problems as needed
- Complying with all applicable laws and regulations for the industry within your state
- Assessing market conditions and identifying opportunities
- Drafting forecasts and business plans
- Managing budgets, allocating branch funds, and defining financial objectives
- Coordinating with other branches to share knowledge, plan promotional activities, or achieve goals
- Adhering to high ethical and professional standards

Qualifications

- Graduate with minimum 7-10 years sales experience preferably in building material industry – Plywood & Timber, Veneer, Laminates, flooring, Gypsum Board, steel, Sanitary ware, Tiles etc.
- Extensive experience selling comparable products.
- Degree in Marketing or similar is highly advantageous.
- Should have a leadership quality and team handling experience.
- Should be aggressive and result oriented with the ability to close deals/sales
- Capacity to convince stubborn and indecisive clients to make purchases.
- Top-notch training and mentoring skills.
- Outstanding teamwork, communication, and arbitration abilities.

Job Skills

- Strong

Work Ethic, Strong written and verbal communication skills, Time Management Abilities, Problem-Solving Skills, Acting as a Team Player, Self-Confidence. Based on our operations in different cities in UAE such as, Dubai, Abu Dhabi, Ajman, Oman and Sharjah, our team establishes a wide range of sourcing network to provide various construction and building materials to satisfy client's requirements and needs at competitive pricing, quality and timely delivery. Based on our operations in different cities in UAE such as, Dubai, Abu Dhabi, Ajman, Oman and Sharjah, our team establishes a wide range of sourcing network to provide various construction and building materials to satisfy client's requirements and needs at competitive pricing, quality and timely delivery.

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