

Finance & Insurance Manager Jobs in Ras Al Khaimah

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Finance & Insurance Manager Jobs in Ras Al Khaimah

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1- Finance & Insurance Manager

Job: Full Time

Location: Ras Al Khaimah, UAE

Description:

Manage F&I Sales and process of a designated Sales Team within the dealer network.

Achieve sales revenue targets set by the Dealer Principal / Account Relationship Manager.

Work with dealer sales management in achieving Income and Revenue targets, providing weekly/monthly F&I reports.

Provide assistance whenever required in sale of maximum number of New and Used vehicles.

Optimise sales of Value-Added Products. (VAP)

Job Responsibilities:

Be able to demonstrate the Skills, Knowledge and controls required to manage overall sales process.

Work with the Dealer Principal / Sales Manager to deliver and grow F&I revenue.

Adhere to F&I SOP'S to deliver expected IPU/10K & F&I KPIs set for the Brands / Branch.

Ensure customers are second faced with the aim of closing Unit Sales and F&I products.

Job Requirements:

Strong knowledge of F&I processes, structure, systems and methodology.

Compliance banking and F&I (KYC etc...

Strong understanding of RV based finance products e.g., Guaranteed Future Value Product, Leasing.

Ability to manage Guaranteed Future Value products and Leasing renewal process including EoT and retention of customers for new vehicles.

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