

## FitnessWellness Business Manager | Virtual Key Dubai

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Company: Virtual Key

Location: dubai

Category: other-general

### FitnessWellness Business Manager | Virtual Key Dubai

Virtual Key, established in the year 2021, has rapidly emerged as a multifaceted business solutions provider, offering a diverse portfolio of services to meet the dynamic needs of modern enterprises. This innovative company specializes in catering to an array of business requirements, with a prime emphasis on serving as a centralized hub for all people-related necessities. Virtual Key's commitment to excellence and adaptability in the ever-evolving business landscape has made it a trusted partner for businesses seeking virtual support and efficient solutions.

We are hiring fitness /wellness business manager.

Responsible to achieve the targeted sales volume while ensuring profitability. Should be able to analyze opportunities, sign new customers & manage existing customers.

Salary AED 10000 to 15000

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#### Responsibilities

- Should have a deep understanding of Fitness/Wellness products and spear head the journey of My Family Fitness to the next level.
- Should take the responsibility of E Commerce and B2B sales
- Should have international buying experience and maintain healthy inventory.
- Build good customer relation to ensure highest customer satisfaction
- Periodical reviews of Volume/performance with customers, give feedback on the

achievement of volume targets set in the contracts and discuss collaborative solutions to achieve growth

- Signing new accounts, by watching the market closely
- Responsible for collection of credit customers
- Responsible for the PNL and Sales revenue
- Analysing competition market scenario, market behaviour pattern & reporting the same to senior management to develop action plans.
- Find innovative solutions to meet customer requirements and achieve company's goals.
- Maintains records of contracts, marketing activities, pricings, etc
- Adheres to all company policies, procedures and Code of Business Conduct and ensures that they are communicated and implemented

#### Qualifications

- Only people with experience in Fitness/Wellness market will be considered
- Graduate with 10+ years' experience as Supervisor/Manager in Fitness/Wellness industry
- Should have a valid UAE Driving License
- Should be flexible to travel with in GCC countries and abroad
- Excellent Knowledge of MS Office
- Excellent Interpersonal and communication skills
- Negotiation skills
- Flexibility, commitment and ability to work under stress

Experience in developing Business plan, Budgets, etc

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