

## IKEA Careers | Digital Sales Representative Jobs in Dubai

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Company: IKEA

Location: , Dubai, United Arab Emirates

Category: sales-and-related

## IKEA Careers | Digital Sales Representative Jobs in Dubai

### Job Responsibilities:

Listen and engage proactively with customers through digital channels

Address customers' 'Home Furnishing' needs, and identify opportunities to generate sales and customer satisfaction

Answer questions about the products, emphasize the features of products to highlight how they solve customer problems

Up-selling and cross-selling

Meeting sales targets

Gather customer feedback and share with the concerned teams

### Job Requirements:

Previous sales experience. Excellent communication skills, especially persuasion, to clearly convey the benefits of a product to potential customers

Active selling and support customers with product expertise, through digital channels.

Minimum 2 years of experience in a similar role (E-Commerce and retail experience desirable)

Confidence and strong self-assuredness to succeed in cold-calling customers and making a sale

#J-18808-Ljbffr

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