

Motorcycle Sales Executive Jobs In Dubai | Al Futtaim Group

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Company: Al Futtaim Group

Location: dubai

Category: other-general

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Job Description

Motorcycle Sales Executive | Al Futtaim Automotive | Honda

Overview of the role:

The primary focus of the role will be to support the sales objectives of the company through achieving given sales and CSI (customer satisfaction index) targets and responsible for providing first rate service to current and potential customers of Honda.

What you will do:

Achieve the allocated monthly sales targets.

Achieve or exceed maximum customer satisfaction and repeat sales.

Ensure that company procedures are adhered in terms of handling cash and credit customers.

Constantly improve selling techniques and customer handling skills.

Sell F&I (Finance and Insurance) products like Finance and Insurance.

Selling of accessories.

Attend out of office events such as races / launches / rider training.

Join customers on rides to build loyalty.

Maintain awareness of the automotive industry, update knowledge of product range, models, features, and benefits.

Analyze the market situation and identify customer needs.

Explore opportunities to sell our products and services.

Continuously gauge management requirements and improvise or create reports to cater to them.

Skills

Required Skills to be successful:

- 1.- Motorcycle sales experience.
- 2.- Customer management experience.
- 3.- Timely resolution.
- 4.- Proficient in Microsoft Office.

About the Team:

Reporting to the National Manager Motorcycles and Marine and will work closely with the Sales team and internal and external stakeholders.

What equips you for the role:

Bachelor's Degree or Diploma.

3 – 5 years' sales experience with motorcycles.

Valid UAE motorcycle license.

Proficient in Microsoft Office.

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