

United Arab Emirates Jobs Expertini®

Regional Fleet Manager

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Company: Quest Search & Selection

Location: Dubai

Category: other-general

The Role

We are seeking a Regional Fleet Manager for our client in the Automotive sector, to drive the development of fleet and corporate programs, enhance business strategies, and improve market competitiveness. The ideal candidate will excel in market analysis, program management, and key account management for strategic customers. Responsibilities: *

- Conducting market analysis to identify fleet and corporate opportunities.
- Managing and enhancing fleet and corporate support programs.
- Defining fleet packages for key models and coordinating with the internal team.
- Setting annual fleet targets with dealers and monitoring performance.
- Establishing reporting tools and ensuring quality.
- Developing and monitoring IT solutions for fleet and corporate enrolment.
- Controlling budget and supporting payments.
- Defining key accounts and monitoring dealer key account management.
- Supporting government programs.
- Developing corporate and fleet strategies per market.
- Implementing POS material and advertising material in cooperation with the internal marketing team.
- Establishing CRM tools for fleet and corporate prospect data management.
- Ensuring F&C involvement in events and marketing activities.
- Implementing corporate policies and process improvements.
- Developing an after-sales concept for the fleet business.
- Developing F&C sales executive training programs.
- Capitalizing on PR opportunities for image-driven F&C deals.

Requirements

Qualifications: * Minimum 4 years of sales experience in the Automotive field, with fleet

business experience. * Degree level qualification is desirable. * Track record of achieving results using a problem-solving approach. * Experience in producing management reports. * Automotive background at the management / supervisory level, ideally in retail or other performance / customer-oriented * roles, is essential. * Language: English is mandatory, German and Arabic advantageous.

About the company

Quest Search & Selection is a specialist recruitment consultancy with over 20 years' experience in sourcing the world's best candidates for the global Retail, FMCG and Hospitality sectors. With offices in the UK & Dubai, we have an international presence and a global reach. Our recruiters place candidates locally and internationally for a wide variety of roles focusing on the following areas: Retail Buying & Merchandising, E-commerce & Digital, Food & Beverage, Hotels, Hospitality & Operations, Retail Stores & Operations, HR & Recruitment, Procurement, Supply Chain & Logistics, Sales & Marketing, Technical and New Product Development. We work in partnership with our clients who range from famous international brands within the Retail, Restaurant, Hotel and Consumer products space. Our reputation is built on our in-depth understanding of the industry and our consultants' skill, knowledge and passion for their sectors.

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