

United Arab Emirates Jobs Expertini®

Relationship Manager (Turkish&Arabic Speaker) | Stabit Dubai

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Company: Stabit

Location: dubai

Category: other-general

Relationship Manager (Turkish&Arabic Speaker) | Stabit Dubai

To be successful as a relationship manager you should be able to build positive, long-term relationships and support clients in the decision-making process by identifying solutions that most closely meet their needs.

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Responsibilities

Maintaining a deep knowledge of company products and services.

Building and maintaining strong relationships with prospective and existing clients.

Researching and pursuing new business opportunities.

Identifying clients' needs and requirements and proposing suitable solutions.

Providing clients with comprehensive product/service consultations and guiding their decision-making process.

Upselling and cross-selling products/services to clients.

Resolving complaints and issues efficiently and in a timely manner.

Meeting sales/revenue targets.

Ensuring client satisfaction

Qualifications

Turkish and Arabic speaker.

Experienced in fintech, crypto, financial field and/or real estate as an advantage.

Degree in management, marketing, communication, or a similar field.

2 years experience as a relationship manager, in customer service, or a similar role.

Ability to build and maintain strong client and business relationships.

Proficiency in Microsoft Office and CRM software.

Excellent communication and interpersonal skills.

Good conflict resolution and problem-solving skills.

Leadership and team management skills.

Customer-oriented.

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