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Relationship Officer – Credit Cards Sales Jobs In Dubai | Mabeaat

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Company: Mabeaat

Location: Dubai

Category: business-and-financial-operations

Relationship Officer – Credit Cards Sales Jobs In Dubai | Mabeaat

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We are looking for an outgoing relationship manager to foster strong relationships with our clients. The relationship manager's responsibilities also include seeking out new business opportunities, providing clients with knowledgeable advice, guiding their choices, promptly resolving complaints, and ensuring client satisfaction.

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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.

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Requirements:

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

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.

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