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Retail Development Consultant Jobs In Dubai UAE 2023 | Caterpillar

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Location: Dubai

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Description:

Caterpillar Inc. is the world's leading manufacturer of construction and mining equipment, off-highway diesel and natural gas engines, industrial gas turbines and diesel-electric locomotives. For nearly 100 years, we've been helping customers build a better, more sustainable world and are committed and contributing to a reduced-carbon future. Our innovative products and services, backed by our global dealer network, provide exceptional value that helps customers succeed.

Responsibilities:

Manage dealer retail business transformation and retail journey steps, focused on physical proximity and digital channels to reach potential retail customers

Manage assigned dealer growth plan development, alignment, and execution, including budget aimed at expanding retail sales of prime products through transformation

Advise dealers on retail marketing, sales and customer-related strategies, systems, and processes

Counsel dealers in developing increased human performance capability such as identifying performance gap solutions

Advising on existing and potential customer experience issues and improvement measures such as recommending ways to enhance market coverage and customer experience through

training, technology enabled and bundled solutions, etc.

Consult with dealers on process improvement methods and assisting with process evaluation

Oversee and promote programs that increase sales while achieving price realization and profit margins

Lead retail specific projects at a dealer, region and/or global level for retail transformation.

Continue to develop required proficiency level in the specified capabilities and skills.

Requirements:

Minimum Bachelor's degree or equivalent experience

Experience growing and executing plans and achieving results

Demonstrated increase in responsibility across B2B and customer facing roles

Ability to work independently and to communicate effectively with others in the work group, dealer personnel and customers

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