

# United Arab Emirates Jobs Expertini®

## Sales Account Manager - Cars

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Company: Dubizzle

Location: dubai

Category: other-general

Meet with clients on a monthly basis and when yearly contracts need to be renewed. Review clients' accounts and highlight areas where the client can improve their performance to get more out of their advertising. Sell additional dubizzle features to clients. Ensure all client renewals and upgrades are performed in a timely fashion. Work closely with the Management to sell new products in accordance with the business needs. Be the first point of contact with the client including as the initial technical reference point. Continuously monitor and analyse clients' dubizzle 'Health' and quality metrics and use the analysis to communicate with clients efficient ways to improve their use of dubizzle's service and normal practice. Keep in regular contact with clients to ensure you are always in the frame when decisions are being made regarding either increasing or decreasing spend with dubizzle Cars. Ensure you are always aware of clients' full marketing commitment to both dubizzle and its competitors. Analyse this information to understand why clients may be spending with competitors, and where possible originate ideas to transfer client competitor spending to dubizzle. Manage client expectations accordingly and effectively. Hit performance targets as stipulated by your line manager. Utilise all business tools made available and adhere to strict activity tracking via Salesforce for calls and meetings. Keep up to date with the motors industry laws and local newsRequirementsA minimum of secondary education, Bachelor's degree preferred UAE driving license required experience. 1-2 years of sales experience, Preferred - Experience in classifieds or motors industry desirable Knowledge. Working understanding of sales processes including questioning techniques, objection handling, and closing methods Skills. Team player with a commitment to succeed through

teamwork whilst achieving personal targets and objectives. Good communication, negotiation, and interpersonal skills Good story teller Arabic speaking (preferred) Natural desire to succeed #J-18808-Ljbffr

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