

United Arab Emirates Jobs Expertini®

Sales Consultant (chinese speakers only)

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Company: Mouawad Group

Location: dubai

Category: other-general

The chinese sales associate/consultant will produce desirable sales results and ensures that the sales attain its monthly objectives by mastering the sales process and displaying a professional customer service behavior that exceeds customer expectations. Duties and Responsibilities: Responsible for the smooth opening of the boutique, by being accountable for handling the keys, the alarm code, and POS Prepare the boutique for welcoming customers: checking the showcases, displays, monitor cleanliness and tidiness of the showroom at all times, and assure the inventory count and control upon every beginning of the shift Checking and answering the outlook mails for any requirement Greeting and welcoming customers according to Mouawad retail guidelines Attending the customers and provide excellent customer service and product knowledge Portraying an immaculate grooming and appearance look Presenting Jewellery using Mouawad standards Always being well aware of price before communicating it to customers, by first checking the label Handling and conduct professionally the price negotiation of the customer, following Mouawad Discount Policy Upselling and cross-selling at any upcoming opportunity and promote other Mouawad branches Following the showroom manager instruction /Shift Supervisor, related to cash deposit, money exchange, bank deposit, Gold Souks visits for jewellery repairs, etc. Maintaining the safe room and showroom displays according to the 5s methodology Responding to any management project when assigned (attending events and exhibitions) At the end of the day, remove Jewellery from the showcase and close the boutique. Maintaining and developing great relationships with customers Gathering market and customer information by engaging with customers and

recording interestsRecording sales and orders information, present it to showroom manager by phone or mailSupporting team members during the sale processAttending team meetings and sharing best practices with colleaguesReceiving and handling repairs from customersNeeded Skills and Competencies:Chinese SpeakerCustomer service skillsInterpersonal communication skillsPeople orientedPositive attitudeBe able to network and negotiateTeam player

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