

Sales Consultant Jobs in Sharjah | Al Futtaim Automotive Jobs

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Company: Al Futtaim

Location: Sharjah

Category: management

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The Sales Consultant is primarily responsible for achieving/exceeding the targeted sales of AFM Commercial Vehicles (Hino Trucks) while maintaining/ improving the customer service experience.

Job Responsibilities

- a) Achieve/Exceed monthly/annual sales target while maximizing the profitability of the business by focusing on both the net sales and gross margin earnings. This includes utilizing discounts as a tool to close deals.
- b) Conduct regular customer/field visits to assess business requirements and maintain healthy relationships to ensure top customer satisfaction levels.
- c) Demonstrates trucks by explaining characteristics, capabilities, and features, offering test drives, explaining warranties and services.
- d) Maintain a strong focus on satisfaction of all customers.

Job Requirements

- a) 2+ years of experience in a sales role at a Commercial Vehicle dealership.
- b) Valid UAE Driving License.
- c) Experience with commercial truck sales or truck equipment sales preferred.
- d) Experience within UAE or GCC Market preferred.

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