

# United Arab Emirates Jobs Expertini®

## Sales Consultant Jobs In Sharjah UAE | Al Futtaim

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Company: Al Futtaim

Location: Sharjah

Category: management

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Established in the 1930s as a trading business, Al-Futtaim Group today is one of the most diversified and progressive, privately held regional businesses headquartered in Dubai, United Arab Emirates. Structured into five operating divisions; automotive, financial services, real estate, retail and healthcare; employing more than 35,000 employees across more than 20 countries in the Middle East, Asia and Africa, Al-Futtaim Group partners with over 200 of the world's most admired and innovative brands. Al-Futtaim Group's entrepreneurship and relentless customer focus enables the organization to continue to grow and expand; responding to the changing needs of our customers within the societies in which we operate.

#### Responsibilities:

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.

Conduct regular customer/field visits to assess business requirements and maintain healthy relationships to ensure top customer satisfaction levels.

Demonstrates trucks by explaining characteristics, capabilities, and features, offering test drives, explaining warranties and services.

Maintain a strong focus on satisfaction of all customers.

Contact prospective customers and assigned accounts within designated territory.

Ensure Monthly over dues are not more than agreed target

Requirements:

2+ years of experience in a sales role at a Commercial Vehicle dealership.

Valid UAE Driving License.

Experience with commercial truck sales or truck equipment sales preferred.

Experience within UAE or GCC Market preferred.

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