

United Arab Emirates Jobs Expertini®

Sales Consultant - Passenger Cars

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Company: Al Fahim Group

Location: al ain

Category: other-general

The job holder is responsible for contributing to the monthly sales targets to ensure achievement of the team's annual sales and customer satisfaction targets, specific to the passenger car (i.e. New and used cars) retail business. The role involves appropriately following the sales process from actual sales to handing over to the customer, carrying out market intelligence activities and creating opportunities for acquiring new business

Key Accountabilities: Maintains an active customer profile database to ensure all relevant details are up to date when required. This includes accurate collection of customer and vehicle information and input in the Dealer Management System, Auto line

Makes recommendations on sales strategies and follows all steps of the sales process to attract and retain customers in the long-term. This involves range of sales process activities ranging from prospecting , generating appointments, meet and greet, consultation, presentation, negotiation, trading appraisal for used cars, objection handling, actual closure, vehicle delivery, and post sale follow-up

Conducts personal visits, understands customer's requirements and assesses his current situation to establish needs. This includes providing technical information in relation to product performance, features, options/ application versus pricing

Carries out market intelligence to monitor competitors' products, pricing and promotional activities versus own market share. This includes continuously updating company product knowledge and competitive product knowledge related to all car brands and types

Negotiates optimum deals and sells vehicles at maximum margins to acquire and retain customers in the long-term and maximise company profit as per company policies. This includes conducting visits jointly with the Sales Manager (if required) to fill any gaps, achieving sales satisfaction targets (SSI) and preparing relevant

documentation to ensure Arabic - Fluent / Excellent English - Good Own a Car Any Have Driving License Any Job Skills Qualification High School Certificate/ Diploma (12 years of school education) Certified by a Luxury car Brand or any other brand if certification is available Experience Minimum 1-2 years of customer service or sales experience Knowledge & Skills Basic Knowledge of market and passenger car brands is desirable UAE driving licence Planning and organising skills Negotiation skills Relationship management skills Written and verbal communication in English (other regionally spoken languages including Arabic would be an added advantage) Proficient in MS Word, Excel, PowerPoint

About The Company Al Fahim Group is one of Abu Dhabi's most successful family businesses. The company was founded by the late Abdul Jalil Al Fahim in 1958, a visionary entrepreneur who led the company until his death in 1996. Today, it continues to be directed by a board composed of eight brothers, intrinsically motivated to preserve and enhance the business seeds sown by their father - for the good of the country, and their compatriots. As Abu Dhabi moves forward, Al Fahim Group continues to support the country's progress by servicing the needs of the new economy with excellence and quality - whether providing safe, reliable service and support to fuel the continued growth of Abu Dhabi's oil and gas fields; distributing top-quality, luxury cars to ensure its residents have the ways and means to travel the roads in comfort; building and managing world-class hotels and residences to accommodate a growing influx of tourists and residents; or investing in a board portfolio of local, regional and global interests to generate funds to support continued growth opportunities.

#J-18808-Ljbffr

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