

Sales Executive Jobs In Abu Dhabi | Mercator Travel and Tourism

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Company: Mercator Travel and Tourism

Location: abu dhabi

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M2 Luxury Car Rent is a prestigious car rental company, renowned for providing top-notch luxury vehicles to our discerning clientele. We take pride in offering exceptional customer service and ensuring our clients' needs are met with the utmost professionalism and efficiency. We are currently looking for a talented professional Sales Executive – Limousine service industry to join our dynamic team.

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Responsibilities:

Identify and engage potential clients to promote M2 Luxury Car Rent's luxury car rental services.

Conduct market research to identify target customer segments and stay updated on industry trends and competitors.

Actively pursue sales leads and respond to customer inquiries in a prompt and professional manner.

Build and maintain strong relationships with existing clients to encourage repeat business and referrals.

Provide detailed information about the available luxury cars, features, pricing, and rental terms to prospective customers.

Collaborate with the marketing team to develop sales strategies and promotional

campaigns.

Prepare and deliver persuasive sales presentations to potential clients, showcasing the benefits of choosing M2 Luxury Car Rent.

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Requirements:

A minimum of 5 years of proven sales experience in a related industry, preferably luxury car rental, automotive, or high-end services.

Proven track record in sales, preferably in the luxury car rental industry or a related field.

Excellent interpersonal and communication skills to build strong relationships with clients and internal teams.

Strong negotiation and persuasion abilities to close deals successfully.

High level of professionalism, integrity, and dedication to delivering exceptional customer service.

Ability to work in a fast-paced and competitive environment, meeting and exceeding sales targets.

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