

## Sales Executive – Luxury Retail Jobs in Dubai | GMG

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Company: GMG

Location: , Dubai, United Arab Emirates

Category: sales-and-related

### Sales Executive – Luxury Retail Jobs in Dubai | GMG

#### Job Responsibilities:

Develops, enhances and implements sales strategies for the Business Unit to increase revenues and achieve overall commercial and sales targets

Monitors the sales performance of the Business Unit, to ensure compliance with articulated strategies, and provides recommendations to enhance business performance

Establishes and leverages partnerships and networks to maximize the achievement of business goals by leading initiatives and engaging key stakeholders in the development, execution and evaluation of appropriate business plans

Generates leads for potential business partners, evaluates them for the benefit of the organization, and provides recommendations to the senior management related to market penetration

Appraises the proposed/potential investment opportunities and reviews financial estimates based on valuations and feasibility studies

Manages the SLA and commercial terms and agreements in collaboration with the Legal department

Oversees the relationship with existing key customers/ accounts in order to meet objectives of retention and further account development; develops retention strategies for key

customers

Directs the development and implementation of the standards and service qualities to maintain the customer service standards adopted

Promotes high-quality customer experience and satisfaction by ensuring exceptional services is provided to customers and clients at all times

Oversees accurate record keeping of all customer interactions including details of inquiries, complaints and comments, as well as actions taken to resolve/ address the inquiry

Provides accurate timely and sales forecasting on a periodic basis, and discusses inefficiencies related to the performance of the sales

Synthesizes and reports current business and market intelligence or trend data from available industry reports, public information, field reports, or purchased sources to support recommendations for making investment decisions

Oversees and review all weekly, monthly and quarterly reports, pertaining to business development and sales; Presents reports to the senior management whenever required

Acts as a point of contact for escalated customer inquiries/complaints regarding the Business Unit's services, and ensures it is resolved in a timely manner

#J-18808-Ljbffr

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