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Company: Al-Futtaim Automotive - الفطيم للسيارات

Location: Dubai

Category: sales-and-related

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Our expertise. Their choice. We represent some of the world's most popular automotive brands, but we don't decide for people what they drive or ride. We do make it all available, at its best, for every purpose.

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.

By upholding our values of respect, excellence, collaboration and integrity; Al-Futtaim Group continues to enrich the lives and aspirations of our customers each and every day

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Overview of the role:

The primary focus of the role will be to support the sales objectives of the company

through achieving given sales and CSI (customer satisfaction index) targets and responsible for providing first rate service to current and potential customers of Honda.

What you will do:

Achieve the allocated monthly sales targets.

Achieve or exceed maximum customer satisfaction and repeat sales.

Ensure that company procedures are adhered in terms of handling cash and credit customers.

Constantly improve selling techniques and customer handling skills.

Sell F&I (Finance and Insurance) products like Finance and Insurance.

Selling of accessories.

Attend out of office events such as races / launches / rider training.

Join customers on rides to build loyalty.

Maintain awareness of the automotive industry, update knowledge of product range, models, features, and benefits.

Analyze the market situation and identify customer needs.

Explore opportunities to sell our products and services.

Continuously gauge management requirements and improvise or create reports to cater to them.

Required Skills to be successful:

- Motorcycle sales experience.
- Customer management experience.
- Timely resolution.
- Proficient in Microsoft Office.

About the Team:

Reporting to the Sales Manager and will work closely with the Sales team and internal and external stakeholders.

What equips you for the role:

Bachelor's Degree or Diploma.

Proficient in English and Arabic.

3 – 5 years' sales experience with motorcycles.

Valid UAE motorcycle license.

Proficient in Microsoft Office.

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