

United Arab Emirates Jobs Expertini®

Sales Executive (Native-level proficiency in Russian with fluent English) Dubai-based

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Company: Anantaraclub

Location: dubai

Category: other-general

Sales Executive (Native-level proficiency in Russian with fluent English) Dubai-based Full-time Company Location: Anantara Vacation Club Dubai A unique ownership product offering the opportunity for five-star holidays in choice destinations. The vacation lifestyle is yours to explore with Anantara and affiliated destinations, from one exotic locale to the next, for your family today and generations to come. Position Overview: As a Sales Executive (SE) at Anantara Club Dubai, your primary responsibility is to conduct Club Presentations for guests. Throughout your interactions with guests, colleagues, and stakeholders, maintaining professionalism, integrity, and quality is paramount. AVC will provide comprehensive training to ensure you are well-versed in AVC's Club Points Ownership and understand all relevant legal guidelines, compliance rules, and presentation policies. Key Responsibilities: Achieve the required targets, effectively and professionally and honestly. Deliver Club Presentations consistently and accurately, including: Be an active and punctual participant in all presentations and trainings; Keep presentations and any other materials current; Continue to develop and improve Club Presentation skills, through self-assessment, practice, and feedback provided by others; Prepare for daily appointments as necessary; Follow and adhere to AVC best practices when presenting to guests; Build rapport and establish trust with guests throughout the entire presentation process; Discover guests' needs through strategic questions and discussions to customize the Club Presentation; Explain the features, advantages, and benefits of becoming a Club Points Owner; Suggest the appropriate Club Points Ownership Tier that would suit the guests' specific vacation needs, currently and in the future; and Have a working understanding of financing options and all the details involved in

Club Points Ownership to be able to answer questions clearly and concisely regarding Points Ownership, such as servicing issues, construction work, financing, maintenance, repairs, and appraisals. Treat all guests, whether they purchase or not, with the utmost respect and courtesy to ensure the highest levels of satisfaction. Always ensure that you represent the company in an ethical, moral, and professional manner, ensuring that the company and its associated brands are not compromised. Support the company's marketing strategies. Set and review performance goals weekly, monthly, and YTD. Adhere to the 'New Owner' quality assurance and follow-up procedures as determined by your direct report. Respect and interact with your colleagues to maintain a 'one team' ethos. Demonstrate a full understanding of AVC's culture and processes. Assist in the development and mentoring of other SEs as requested. Maintain an awareness of current events (e.g., news, sports, music, culture) and AVC destinations to foster relationship-building with potential guests and owners. Perform other duties as assigned, which may include business travel.

#LI-PS2 To perform this job successfully, you must be able to perform each duty satisfactorily. The requirements listed below are representative of the knowledge, skills, and/or abilities required. Reasonable accommodations are made to enable individuals with disabilities to perform the essential functions: Positive and enthusiastic attitude. Excellent verbal and non-verbal communication and listening skills. Ability to work independently, as well as being an active team player. Ability to multi-task. Problem-solving and negotiating abilities. Must be willing to work weekends or holidays if the need arises. Education and/or Experience: Minimum one year's experience in vacation ownership or timeshare sectors and/or two years' experience in direct sales. Tertiary or university education is desirable, though not essential. By signing below you are verifying you have read all of the above and will abide by all points of the Job Description to the best of your ability

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