

United Arab Emirates Jobs Expertini®

Sales Executive – Preowned Jobs In Sharjah | Al Futtaim Group

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Company: Al Futtaim Group

Location: sharjah

Category: other-general

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As part of the Toyota PreownedSales team inAjman, you will be able to maximise every sales opportunity and build long term business relationships with all our customers. You will be responsible to achieve sales targets with retained gross margins on units and maximize the uptake of Finance and Insurance (F&I) products, trade-ins, and accessory sales while maintaining expected standards on CSV & NPS throughout the customer journey.

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ResponsibilitiesSales Volume: Achieve and maintain the Company prescribed sales standards for his/her area of operation, which improves and maintains company and brand image and prestige

Customer Satisfaction: Achieve or exceed CSI/ NSP objectives, thereby ensuring maximum customer satisfaction and repeat sales

Company Sales and Prospecting Systems: Adhere to company sales and prospecting systems.

Achieve or exceed the target on number of prospects logged which ensures achievement of Company's business objectives and a larger customer/prospect base

Cash and Credit Control: Ensure that Company procedures are adhered to while handling cash and credit customers. This ensures safety of cash and minimal chances of any

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Requirement2 years sales experience, Automotive sales background desirable

Upselling skills and ability to create value from new products

Exceptional written and spoken communication skills

Strong negotiation skills, with evident ability to influence customer choicesApply Also????

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