

## Sales Executive Talent Pool Jobs In Dubai | Al Futtaim Group

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Company: Al Futtaim Group

Location: dubai

Category: other-general

Sales Executive Talent Pool Jobs In Dubai | Al Futtaim Group  
Job Description  
Overview of the role

As part of the Toyota & Lexus Sales team in Dubai & Abu Dhabi, 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.

What you will do  
Sales 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 loss

Improvement and Upgrading: Constantly improve and update knowledge, especially product range, features, general automotive industry, new features and their benefits, technical developments, market trends, selling techniques and customer handling skills which in-turn enhance performance considerably  
Skills

Required skills to be successful 2 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 choices About the team

The role acts to meet Branch Sales and F&I targets while simultaneously ensuring that each customer is provided a one-stop offer in the sales process. The role holder Interacts directly with Branch Manager, Branch Sales Executives, Branch Support Staff. People working within the automotive Retail industry often have to work extended hours most evenings and weekends to achieve their targets.

What equips you for the role Degree or Diploma education preferred, but not essential

Essential to have at least 2 years' experience in a similar sales position in retail sales

English is essential and Arabic is desirable. Other languages such as Urdu, Hindi, Tagalog, Farsi etc are advantageous.

Leadership, negotiation and influencing skills, ability to build strong customer relationships, conflict resolution, ability to think clearly under pressure, ability to take decisions and follow through. Strong team player.

UAE Driving license is required

Possess Technical knowledge of automobiles, negotiation and influencing skills More

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