

United Arab Emirates Jobs Expertini®

Sales & Interior Design Representative | Caspaiou Dubai

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Company: Caspaiou ·

Location: Dubai

Category: sales-and-related

Sales & Interior Design Representative | Caspaiou Dubai

The Dutch family-owned business was founded in 2006 and has its showroom located on one of the major arteries of Dubai. The company proudly consists of two generations worth of interior design experience and has dedicated itself to settling for delivering nothing short of perfection when it comes to its exceptional and original design solutions. The constant collaboration between its designers and the most esteemed international brands creates a one-of-a-kind customized package that fits the uniqueness and personality of each of its client

As a Sales & Interior Design Representative you are responsible for increasing sales, market share, company profitability and customer satisfaction by working with the customers, contractors, architects, designers (and their clients). You'll primarily work from the showroom, but you'll also be conducting home visits to take measurements and provide optimal proposals to clients.

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You will be responsible for all associated tasks from initial review to payment.

Responsibilities:

Client Consultation: Provide expert advice to clients both in our showroom and through online platforms, guiding them through our diverse range of products to meet their needs.

Solution Identification: Work closely with clients, contractors, architects, and designers to identify tailored solutions, maximizing the potential of our supplier portfolios.

Quotation Preparation: Prepare accurate quotations based on client specifications, ensuring

follow-up until the deal is closed. Coordinate with suppliers for pricing when necessary.

Client Relationship Management: Cultivate strong relationships with potential and existing clients, serving as their primary point of contact and ensuring all documentation is accurately recorded and filed.

Policy Adherence: Adhere strictly to sales terms and conditions while making recommendations for procedural enhancements in alignment with company policies.

Brand Representation: Serve as a brand ambassador, embodying Caspaiou's values in all interactions and transactions.

Payment Handling: Manage client payments and obtain necessary down payments prior to order placement, ensuring seamless transactions.

Issue Resolution: Efficiently resolve any potential problems with clients, coordinating internally for optimal solutions.

Visual Support Creation: Utilize CAD or SketchUp to create visual support for client inquiries, effectively communicating the envisioned design utilizing Caspaiou tools.

Showroom Maintenance: Assist with showroom layout and design changes, ensuring a tidy and visually appealing space reflective of Caspaiou's brand image.

Sales Trend Monitoring: Track sales trends and client requests for new products, providing valuable insights for decision-making.

Team Collaboration: Participate in regular order meetings with key stakeholders to discuss reorders and new orders, contributing to strategic planning efforts.

Inventory Management: Ensure accurate reflection of stock changes in the MSD system and support the Finance Manager with yearly stock counts if necessary.

Web Shop Quality Assurance: Monitor and maintain the quality of photos on the web shop, ensuring a consistent and appealing online shopping experience.

Don't miss out on this exciting opportunity – apply now at dubaiofferz.com

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