

# United Arab Emirates Jobs Expertini®

## Sales Manager (Showroom) | IKEA Yas Island

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Company: Al Futtaim Group

Location: dubai

Category: other-general

About the Job:In this role you will be responsible for:\*

- Strategic implementation of IKEA Concept\*
- Operating the Furniture department according to the store operating procedure\*
- Implementing the sales objectives defined in the furniture range sales budget\*
- Striving for an optimal supply and steering sales to the stock and goods flow situation\*
- Developing the annual business plan for the Furniture department and areas of responsibility\*
- Planning and execution of the store's commercial calendar\*
- Planning and implementation of activity areas in line with the commercial calendar\*
- Controlling the budget and operational costs for the Showroom/ Market Hall Department\*
- Conducting regular competitor analysis\*
- Controlling the proofreading on the catalogue products\*
- Ensuring that all related items for catalogue change are ordered, room sets and compacts are ready, and business priorities, functions and style groups are covered\*
- Maintaining adequate stock levels and inventory control in coordination with in-store logistics manager\*
- Controlling the selection, training and development programs for the Showroom/ Market Hall department's new employees\*
- Efficient opening and closure of the store />

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>Sales Manager (Showroom) | IKEA Yas Island Al Futtaim Group - Dubai, UAE Posted In 3/8/2013 Apply For Job Applicants 26 Views 8397 Job Description About the Business: One of the companies bearing Al-Futtaim name is IKEA. IKEA is the world's largest home furnishings store, founded in Sweden over 60 years ago. At IKEA not only our furniture is down to earth, straightforward and inspiring, but so is our work ethics. Despite being the leading home furnishing retail franchisee across the world, we at IKEA still give you the room to grow! At IKEA creating a better everyday life for the many isn't only our vision, it's our way of life!

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Job Category Administration & Secretarial Job Requirements Experience Min: 5 Years Career Level Supervisor/ Manager Job Type Full Time Vacancies 2 Open Positions Salary Negotiable Gender Any Degree Level Bachelor's degree Faculty / Institute Any Major Marketing Age Any Nationality Any Residence Location Any Languages English - Fluent / Excellent Own a Car Any Have Driving License Any Job Skills To be seriously considered for this role you must have

- \* Strategic planning skills
- \* Good organisation and analytical skills
- \* Problem solving ability
- \* Commercial awareness and strong customer service

skills\* Excellent communication and interpersonal skills\* Ability to manage and develop people in a high volume and fast paced retail environment\* Previous management experience\* Excellent knowledge of MS Office packagesYou will be educated to degree level and preferably have at least 5 years of retail experienceAbout The CompanyEstablished in the 1930's, the Al-Futtaim Group initially operated as a trading enterprise. Rapid development throughout the 1940's and 50's saw it establish itself regionally as an integrated commercial, industrial and services organisation, positioning itself one of the leading business houses in the lower Gulf region. Today, it operates collectively over 40 companies bearing the Al-Futtaim name, dominates many market segments in the UAE, and has expanded its sphere of operation to include Bahrain, Kuwait, Qatar, Oman and Egypt.The Group comprises a diverse range of strategically positioned operating subsidiaries and associate companies, structured to give the Al-Futtaim Group the flexibility and versatility to keep ahead of local competition while keeping pace with the ever-evolving global business scenario. The Group's continued investment in world-class systems technology is clear evidence of its commitment to maintain leading edge performance and service delivery.The success of the Al-Futtaim Group can be attributed to a business approach that combines the ability to change with the traditional values of integrity, service and social responsibility that define its core business philosophy. This, linked with the Group's belief in decentralisation, gives the heads of the operating companies a high degree of functional autonomy and authority, providing the Group with essential flexibility, and individual employees a clearly defined work culture and sense of responsibility.Company Industry IndustrialApply For JobOr share with friendsShare this job to:Similar Jobs

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