

Sales Manager – Trading Enterprises CJD Jobs in Dubai

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Company: Al Futtaim

Location: , Dubai, United Arab Emirates

Category: sales-and-related

Sales Manager – Trading Enterprises CJD Jobs in Dubai

Job Responsibilities:

Supervises daily performance of Sales team by following up on vehicle sales achievements and taking part in non-regular transactions during peak season to ensure the required sales target is achieved.

Manage sales teams to achieve pre-determined operational targets by providing and analysing business plans to meet operation targets determined by the centre management.

Monitor and evaluate the sales team performance to ensure that the specific portfolios of business performances are met by taking corrective action in conjunction with the centre management, whenever required.

Responsible for ensuring sales processes are efficient and customer complaints are managed by promoting standard sales procedures to the sales team members

Job Requirements:

4+ years' experience in managing a sales team within premium brands

Customer satisfaction centric approach

Ability to coach, train and motivate the sales team

Sales planning and forecasting

#J-18808-Ljbffr

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