

Sales Manager – Truck Sales Jobs in Dubai | Al Rostamani Jobs

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Company: Al Rostamani Group

Location: Dubai

Category: sales-and-related

Sales Manager – Truck Sales Jobs in Dubai | Al Rostamani Jobs

1- Sales Manager – Truck Sales

Job: Full Time

Location: Dubai, UAE

Description:

Achieve vehicle sales target by successfully managing sales team, accountable for developing sales strategy, customer relationship management and achievement of targeted revenue within acceptable levels of risk. Develop and maintain relationships with principals, manufacturers and suppliers in order to maximize support in achieving organization goal. Identify new business opportunities in order to generate revenue, improve profitability and customer base.

Job Responsibilities:

Determine annual unit and gross-profit plans by implementing marketing strategies; and analyzing trends and results

Prepare sales strategy analyzing past trends and current market dynamics in order to improve market share

Establishes sales objectives by forecasting and developing annual sales quotas for regions and territories and project expected sales volume and profit for existing and new products

Develop and maintain relationships with principals, manufacturers and suppliers in order to maximize support

Maintains sales volume, product mix, and selling price by keeping current with supply and demand, changing trends, economic indicators, and competitors

Job Requirements:

Bachelor Degree in Mechanical or Automobile degree

Additional qualification in Marketing/Business Administration preferred but not mandatory

Minimum 10 years Managerial experience in multi brand environment of Commercial

Vehicles/Industrial or Heavy Equipment dealership

UAE experience is preferred but not mandatory

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