

SALES OFFICER Jobs In Sharjah | Antal International

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Company: Antal International

Location: sharjah

Category: other-general

SALES OFFICER Jobs In Sharjah | Antal International

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Maintain good relationships with existing dealers through regular communication and dealer visits

Communicate the advantages of products to new dealers

Communicate discounts and other incentive schemes

Co-ordinate with the marketing team to appoint new dealers where there is currently no representation

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Responsibilities

Conduct fabricator meetings with the marketing team to increase market share for the dealerships

Regular communication with dealers to ensure orders meet sales targets

Conduct due diligence before appointing new dealerships to avoid any payment issues

Follow up on outstanding dealer payments

Attend to any quality compliance matters from dealers or fabricators and take the appropriate steps to resolve these

Ensure that management receives well-structured and analysed marketing reports regarding competitor pricing and activity

Enhance the brand value by working closely with the branch management team

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Proficiency in all Microsoft Office applications

Ability to work in a fast-paced environment

Willingness to travel

Excellent analytical, problem solving and management skills

Strong negotiation and decision-making skills

Excellent business acumen

Experience in dealer distribution sales and dealer distribution network

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