

United Arab Emirates Jobs Expertini®

Sales Representative

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Company: Anatolia Turkish Grill

Location: Dubai

Category: sales-and-related

Purpose: Achieves maximum sales profitability, growth and account penetration within an assigned territory and/or market segment by effectively selling the company's products and/or related services. Personally contacts and secures new business accounts/customers

Responsibilities:

- Works closely with the Sales Manager and discusses openly new item launches, existing line penetration, competitive reconnaissance, marketing, lost customers, successes, challenges, etc.
- Follows sales plans developed with the help of the Sales Manager and works in the field selling and developing relationships with clients
- Answers customers' questions about products, prices, availability, and product uses; provides product information to customer personnel
- Develops new business, penetrates existing accounts, and minimizes lost business to achieve profitable sales growth and special objectives within assigned territory
- Supports the Sales Manager by assisting with food activity planning and helping set up and work sales meetings
- Maintains with the assistance of the Sales Manager the stock status sheets for each of their clients; communicates any changes of usage, positive or negative
- Monitors deliveries and troubleshoots any problems that occur during the order process, such as out of stock items, special order items, low inventory, etc.; addresses quality control issues and what the clients "process" is for resolving
- Provides sales results on an "as needed basis" when sub-distributors request updates
- Stays informed of market conditions, product innovations, and competitors' products, prices, and sales; evaluates market trends and recommends products to customers, based on business needs and goals
- Reviews and analyses daily and weekly reports such as special order requests, customer bid files, and sales margin data
- Participates in on-going training sessions

and assists with the training of new employees as requested• Experience: Minimum 3 years or moreEssential Skills:Work well individually and within team, Problem solving, Decision making,Critical thinking, Job task planning and organizing, Significant use of memory,Finding potential opportunities, Continuous learning, Effective CommunicationAbility to Listen, Asks Questions, Problem Solver, Well Organized, Self-Starter and Self-Finisher, Positive Self Image, Well Mannered and Courteous, Naturally PersuasivePresentation SkillsAbout The Company Anatolia Turkish Grill represents a turning point in the casual dining field and in the history of Turkish Restaurants in Region with its authentic Turkish Taste and careful selection of menu items from Real Turkish appetizers to mouth watering oven pies, soups and salads, main courses and a brilliant section of sandwiches.Anatolia Turkish Grill is the first of what Mudyaf Restaurant Company as a proud member of London Business Group aims to launch as a Multi National Chain specialized in serving Real Turkish Food to the widest base of customers interested in high quality food, top notch service and state-of-art atmosphere at affordable price and right within there neighbourhood.

#J-18808-Ljbffr

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