

SALES & SHOWROOM MANAGER

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Company: Caliberly

Location: Dubai

Category: healthcare-practitioners-and-technical

Job Summary As a Sales and Showroom Manager, you will be responsible for overseeing the sales operations and showroom management of our auto accessories store. You will play a key role in driving sales, managing customer relationships, and ensuring the showroom operates efficiently. The ideal candidate should have a strong background in sales, excellent leadership skills, and a passion for automotive accessories.

Key Responsibilities:

1. Sales Management:

Develop and implement effective sales strategies to achieve revenue targets.

Lead and motivate the sales team to meet and exceed sales goals.

Conduct regular sales meetings, provide coaching, and track individual and team performance.

2. Customer Relationship Management:

Build and maintain strong relationships with customers to enhance customer loyalty.

Resolve customer complaints and issues in a timely and satisfactory manner.

Monitor customer feedback and implement improvements based on insights.

3. Showroom Operations:

Ensure the showroom is well-maintained, organized, and visually appealing.

Manage inventory levels and coordinate with suppliers to ensure product availability.

Oversee merchandising and promotional activities to attract customers.

4. Staff Development:

Recruit, train, and develop a high-performing sales team.

Conduct performance evaluations and provide constructive feedback.

Foster a positive and collaborative work environment.

5. Reporting and Analysis:

Generate sales reports and analyze key performance indicators (KPIs).

Provide regular updates to senior management on sales performance and showroom activities.

Identify trends and opportunities for improvement.

Qualifications:

Bachelor's degree in Business, Marketing, or a related field.

Proven experience in sales management (5YRS above) , preferably in the automotive or retail industry.

Strong leadership and team management skills.

Excellent communication and interpersonal abilities.

Knowledge of auto accessories and a passion for the automotive industry.

Proficient in Microsoft Office and CRM software.

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