

United Arab Emirates Jobs Expertini®

Team Leader Sales - Variable Channel (Outsource Role) United Arab Emirates

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Company: Abu Dhabi Islamic Bank PJSC

Location: united arab emirates

Category: other-general

Role: Team leader – Variable Sales Location: Abu Dhabi Role

Purpose: The Telesales Team Leader is responsible for leading a team of telesales representatives in the sale of personal loans and credit cards via the phone in the UAE. The ideal candidate will have prior experience as a telesales agent or team leader in the UAE, as well as a strong understanding of banking sales origination and lead management systems. **Key Accountabilities of the role**

Lead a team of telesales representatives in the sale of personal loans and credit cards.

Set and track team sales goals.

Provide coaching and training to sales representatives.

Motivate and inspire team members to achieve their goals.

Analyze sales data and identify opportunities for improvement.

Develop and implement sales strategies.

Specialist Skills / Technical Knowledge Required for this role:

Bachelor's degree in business or a related field.

3+ years of experience in Telesales in the financial services industry in the UAE.

Strong leadership and coaching skills.

Excellent communication and interpersonal skills.

Ability to work independently and as part of a team.

Proficient in Microsoft Office Suite.

Understanding of banking sales origination and lead management systems.

Business sales acumen

Compliance and Ethic knowledge

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