

Used Car Performance Manager Jobs In Dubai | Al Futtaim Careers

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Company: Al Futtaim

Location: dubai

Category: other-general

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Job Responsibilities:

Support the retail channel to achieve and exceed the budgeted target on used car Net sales, Gross Margins and Net profit by maximising the revenue streams and optimising and implementing key sales KPI's

Develop and implement process controls demo fleet replacement in accordance with Company Demo policy while supporting the Pre-Owned stock requirements.

Responsible for stock management, including, but not limited to, reconditioning costs, stock mix and volumes per location, trade-in penetration and ageing stock. To formulate and manage a smooth HOTO (handover – takeover) process for CPOV trade-in cars / associate demo and de-fleet to bring back to Pre-owned stock for retail sale

To manage all liaising and coordination with the brand aftersales for damage / repair / refurbishment of all de-fleeted cars before bringing to Pre-Owned retail stock

Job Requirements:

Graduate, preferably in Management (Post Graduation is an advantage)

8-12 years in Automotive sales department with at least 4 years in a Used Car Manager position.

Experience in managing and administration of Fleet vehicles with prior exposure to process

management of de-fleeting cars, used car preps etc

Experience in optimization of Automotive Sales.

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