

Used Cars Dealer Account Manager

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Company: Arabnews

Location: dubai

Category: other-general

YallaMotorDubai, UAEPosted a day agoExpires in 2 monthsAt Bayt.com we are committed to empowering people to lead better lives by providing them with the tools and information to build their lifestyle of choice. We are passionate about our services and seek to deliver the best experience for our customers. Not only are we devoted to our work and customers but most meaningfully to each other's success. We want to better every life we come in contact with and have a lasting positive impact on the community.What do we value?1- We strive to be the best2- We obsess about empowering others to lead better lives3- Create value by doing more with less4- Embrace change with a positive attitude5- Communicate openly, honestly, and oftenWhy YallaMotorA subsidiary of the Middle East's leading job site Bayt.com, YallaMotor was launched in 2012 and has grown to become the most popular and trusted automotive portal in the region. With the aim of simplifying vehicle research, buying, and selling, it serves over 1,000,000 car buyers per month and carries up-to-date information for over seventy-five automotive brands sold in the region.Providing visitors to the site with the right set of tools to make a well-informed purchasing decision, it offers a dedicated Car Buyer's Guide that lists prices, specs, and features for every model sold in the market, along with the latest international, regional and local car news and reviews from the region and beyond. Bundle that with handy shopping tools such as an in-depth car comparison tool and a bustling used car section with over 32,000 cars, and it's easy to see why YallaMotor has become the region's leading automotive portal.Job SummaryThe Relationship Manager will be responsible to develop, maintain and monetize current relationships with clients. In addition, increase our current client portfolio while developing

relationships from scratch and being able to also monetize them in the short run.

Job Description Acquire companies (used car dealers, new car dealers, insurance companies, financial entities, auto companies, etc) that don't have revenue history with YallaMotor.com by selling YallaMotor.com's products & services. Coordinate with our operational team to make sure all dealers' stock is accurate and up to date. Initiate and develop a strong relationship with assigned verified leads Determine customers' recruitment needs, and prepare proposals to sell services that address these needs Identify up-sell and cross-sell opportunities by building long-term relationships and providing quality customer service Effectively manage business in assigned database through a transactional and solution-oriented selling approach Give online demonstrations to clients on YallaMotor.com in order to handle objections and convince customers to buy On a weekly basis, with your field experience, analyze how we can optimize the process flow to be more efficient. In addition, part of the analysis should cover dealer's feedback and their actual needs regarding the business. Suggest new products and survey the market for new opportunities. Suggest improvements to YM current used car dealer solutions by assessing and comparing competitors' products that are used by the dealers. Suggest how to improve all YM sections and business units. For example, Social Media, Videos, Articles, Email marketing, Dealers Ads, Particular Ads, among others.

Skills Qualification Bachelor's Degree in Business Administration, Marketing or relevant field 2+ years of relevant experience in automotive industry Skills You have at least two years of successful experience and established relationships with used car dealers You are comfortable to do sales presentations and demos Goal-oriented and adaptable You have excellent communication skills and thinks out of the box While we sincerely appreciate every application received, only those candidates selected for an interview will be contacted.

Founded in 2012 with the objective of simplifying the car buying process, YallaMotor has gone on to becoming one of the largest and most trusted automotive portals in the region. Serving over 1,200,000 car buyers per month, it operates across the GCC and Egypt, providing users with the most accurate and up to date prices, specs and features, along with news, views and reviews from the re ... See more

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