

Vehicle Sales Manager

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Company: Agile Consultants

Location: Dubai

Category: other-general

The Role

- Supervise dealer sales forecasts, inventory levels, and monthly orders, ensuring alignment with yearly targets and corporate goals. - Collaborate with local dealers to forecast sales, manage orders, and optimize inventory. Actively negotiate unit orders to drive consistent growth. - Analyze dealer performance across various models and segments, delivering insightful reports to senior management. - Motivate and support dealer sales teams to enhance productivity and maintain high morale. - Conduct regular market visits, including sub-dealerships, to gather market intelligence and assess trends. - Cultivate strong relationships with key fleet customers, gathering valuable insights and feedback. - Engage with end-users to gather product feedback and identify opportunities for product improvement. - Oversee dealer showroom presentations and provide actionable feedback for improvement. - Monitor competitor pricing strategies and product offerings, providing strategic insights to senior management. - Evaluate showroom locations and recommend adjustments to optimize visibility and accessibility. - Analyze fleet deals and lost sales, coordinating proactive customer engagement strategies. - Collaborate with the product team to refine vehicle specifications and address market needs. - Ensure compliance with all company regulations and standards in sales activities. - Maintain open and effective communication channels with dealer management. - Conduct regular audits of dealer marketing initiatives and provide detailed performance reports. - Stay informed about regulatory changes affecting commercial vehicle business and driver licensing requirements. - Undertake any additional duties as assigned by the direct supervisor.

Requirements

- Minimum 10 years of experience in sales within the automotive industry, mainly, commercial vehicles. - Bachelor Degree. - Travel within the Middle East and Africa region. - Highly organized with strong interpersonal and analytical skills, adept at multitasking. - Exercises sound judgment while maintaining confidentiality and initiating necessary actions. - Innovative self-starter who thrives in fast-paced environments. - Skilled in setting sales strategies and inventory control. - Target driven. - Excellent communicator with a collaborative mindset. - Quick problem-solver, able to propose effective solutions. - Valuable team player.

About the company

Agile Consultants is a talent solutions company in Dubai that focuses on tapping into the complete potential of individuals and organisations. Our expert team of recruiters work closely with clients and candidates to ensure best results in terms of recruitment and successful placement in GCC, Middle East & Africa regions. Our specialities include but are not limited to Talent Sourcing, Executive Search, Niche Talent Acquisition, Head Hunting & C-Suite Hiring. With over 20 years in the United Arab Emirates region, we have built a strong network of partners and affiliates, allowing us to assist job seekers and employers with the same passion.

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