

## JOB DESCRIPTION

<b>Job Title</b>	Account Manager Abu Dhabi
<b>Department</b>	Sales
<b>Direct Supervisor</b>	General Sales Manager
<b>1</b>	<p><b>Job Objective</b></p> <p>Working closely to agreed company sales plans you will be targeted to achieve high levels of sales, profit, market share and customer satisfaction.</p>
<b>2</b>	<p><b>Principal Accountabilities</b></p> <ul style="list-style-type: none"> <li>• You will be required to achieve predefined monthly sales targets in Abu Dhabi.</li> <li>• Customers are Manufacturers, Franchise and Independent Dealers Abu Dhabi Emirate.</li> <li>• An experienced individual who can bring knowledge and sales success to an established and successful team.</li> <li>• A proven sales developer with the ability to drive existing accounts whilst building new relationships in new business.</li> <li>• An ability to identify sales strategies in conjunction with company / marketing plans.</li> <li>• Excellent communication skills that will contribute to the overall awareness of the business and its brands.</li> </ul>
<b>3</b>	<p><b>Responsibilities &amp; Roles</b></p> <p><b><u>Internal / External Cooperation</u></b></p> <ul style="list-style-type: none"> <li>• Demonstrate ability to interact and cooperate with all company employees.</li> <li>• Build trust, value others, communicate effectively, drive execution, foster innovation, focus on the customer, collaborate with others, solve problems creatively and demonstrate high integrity.</li> <li>• Maintain professional internal and external relationships that meet company core values.</li> <li>• Pro actively establish and maintain effective working team relationships with all support departments.</li> </ul>
<b>5</b>	<p><b>Knowledge Skills &amp; Experience</b></p> <ul style="list-style-type: none"> <li>• Minimum 3-4 years experience in sales in Automotive sector.</li> <li>• Competent in both written and oral in English and Arabic for all professional and social settings.</li> <li>• Analytical, Conceptual ability, and pleasant disposition with strong consultative selling approach &amp; excellent communication skills.</li> <li>• Strong understanding of customers' needs and provides responsive services to customer issues.</li> <li>• Strong people &amp; networking skills, self starter with drive, creativity &amp; passion.</li> </ul>

	<ul style="list-style-type: none"> <li>• Ability to implement new market penetration strategies.</li> <li>• Solid foundation in sales fundamentals such as prospecting needs assessment, proposal development, client presentations, and closing.</li> </ul>
6	<p><b>Competencies</b></p> <ul style="list-style-type: none"> <li>• Ability to handle multiple priorities, stress, detailed work, reasoning, goals.</li> <li>• Must be flexible, analytical and demonstrates excellent communications and interpersonal skills.</li> <li>• Will be interacting with multiple departments and working independently.</li> <li>• Ability to work independently while following directions.</li> </ul>