

## FLEET SALES EXECUTIVE - RENAULT

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Company: Al Babtain Group

Location: Kuwait

Category: other-general

Al Babtain Group was founded in 1948,our group was built on the values of integrity and commitment, driven by passion. True to the vision of our founders, today we represent some of the world's leading brands, spanning from the USA to the Far East.

Over the years, we have expanded our operations to include automotive, Information Technology, investment, industrial and finance, establishing a strong footprint in each sector with best practices. In key segments such as Nissan Middle East, we have earned the distinction of being a market leader, commanding the highest market share.

Furthermore, we have an active investment division that explores opportunities in the real estate sector, focusing on leisure, residential and commercial projects in the neighboring countries. This provides us with a steady stream of additional revenues. We enter new markets after in-depth research and thorough due diligence, followed by building of partnerships with leading players in the field.

### **The responsibilities of the Fleet Sales Executive include but are not limited to:**

Conduct business visits to the clients (companies, groups) to present the department offers and maintain the relationships and to recommend the suitable module as needs.

Answer customers' questions about vehicles, prices, availability, uses, Warranty, and credit terms, give the proper quotation and coordinate for delivery dates.

Contact regular and prospective customers to demonstrate vehicle features and options.

Consult with clients after sales or contract signings to resolve problems and to provide ongoing support.

Follow up with other departments (Logistics, Ordering) to check the sales process progress.

Monitor fleet market conditions, product innovations and competitors' products, prices and sales.

Obtain credit information about customers and all statements' information.

Prepare the daily sales tracking reports and hand over to admin coordinator for analysis.

**Specific Knowledge & Skills :-**

Sales and Marketing skills.

Bilingual.

Strong interpersonal skills.

Convincing skills.

Customer focus.

Mathematic Knowledge.

Communication skills.

**Education:**

University degree, Bachelor's Degree in Business Administration.

**Experience:**

Minimum 3 years in similar position or related to business.

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