



Sales Representative AGS Abu Dhabi

The essential goal that underpins everything we do: full customer satisfaction!

AGS is the leading French mobility group with an international presence.

A key player in local and international mobility services in all sectors (corporate, private, diplomats, civil servants, etc.), our strength lies in our expert knowledge of the market, our customer orientation, our global network, and our enthusiasm for international logistics.

In recent years, the AGS Group has expanded its range of service offerings to include a full range of relocation services and high quality physical and digital archiving solutions. All these activities open exciting new prospects and markets to be developed for a promising future.

Due to our upward trending market presence and growth, AGS is constantly looking for candidates to join in building future success, as our biggest and greatest assets are the know-how and professionalism of our employees.

We are currently looking to recruit a talented **Sales Representative** who knows how to cultivate strong customer relationships for our site in Abu Dhabi.

POST DESCRIPTION

Thanks to you conquering and entrepreneurial spirit, you will contribute to the growth of AGS Abu Dhabi, and the group as a whole. Your duties will include:

- Overseeing sales and business maintenance of existing accounts, and managing enquiries and leads. This will include regular face-to-face meetings and visits with clients to ensure that the relationship is maintained
- Creating and increasing awareness of the company through sales and marketing efforts such as following up on leads, presentations, networking, etc. You will represent the company at various business development events, always keeping a finger on the pulse of the industry and competitor developments and trends to ensure that the company can stay ahead of the curve
- Conducting pre-move surveys and proposing tailor-made solutions to clients, increasing cross-selling opportunities for the company's services, ensuring that there is appropriate follow-up with the client
- Conducting job visits at the client's site, and assisting with problem resolution, as and when required

CANDIDATE PROFILE

Over 2 years of experience in sales is essential, preferably with a relocation background. A relevant university qualification (e.g., management or marketing) will be advantageous. You must have complete fluency in English. The position requires strong business acumen, coupled with a determined and results-oriented mindset. We are looking to recruit a candidate with excellent interpersonal, communication and presentation skills, being able to work with and understand different cultures. Dedicated to absolute client satisfaction, this will require you to work irregular hours.



WHAT'S ON OFFER?

Salary will be commensurate with the candidate's skills and experience. All statutory employment entitlements in Abu Dhabi will apply to this position. You will get to work in a super dynamic growing international company and interact with a global team.

Are you interested? Send us your application today with your up-to-date CV and motivation letter (including your salary expectation) to dubai@agsmovers.com. Please quote the title of the position in the subject line of your email.

General Recruitment Terms and Conditions

Although we appreciate all applications, we can only correspond with short listed candidates. Should you not have received feedback on your application within four weeks of applying, please consider your application unsuccessful. AGS reserves the right to withdraw any advertised vacancies at any time and at its own discretion, as well as the right to not make a placement. Unsolicited submissions from recruitment agents will not be considered. The interviewing and appointment process will take place in accordance with the AGS Group's policies and procedures and may involve several steps.

By submitting your application, you agree and consent to the processing, administration and archiving of your personal data contained in your CV and other application documents, in accordance with the relevant legislation (as may be amended) for the purposes of registration and recruitment of candidates.

AGS strongly promotes diversity in our workforce, and applications from all sectors of society are encouraged. However, as an inherent requirement of the position, the successful candidate must have the right to live and work in Abu Dhabi.