

United Arab Emirates Jobs Expertini®

Account Management Associate | Amazon Jobs in Dubai 2023

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Company: Amazon

Location: dubai

Category: other-general

Account Management Associate | Amazon Jobs in Dubai 2023

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Description:

Job: Amazon, one of the world's leaders in e-commerce is looking for an Account Manager (business-development professionals) to join its Third-Party Marketplace team based in Dubai, UAE.

To be successful in this role you must have superior analytical, communication, and presentation skills. Operating in a fast-moving and sometimes ambiguous environment, working autonomously and taking full control & responsibility for achieving business objectives.

Responsibilities: Identify, prospect, and recruit high-potential selling partners to Amazon.ae Marketplace.

Effectively prioritize and lead a portfolio of selling partners to realize the product family's opportunities and goals (both Inputs/Outputs metrics).

Be your seller partners' consultant, providing them with data-driven insights and advice to optimize their success and grow their business.

Identify key business opportunities of your categories via spotting popular brands, trends, and pricing to ensure managing the portfolio toward a growth plan. Requirements: 2+ years' of related experience.

Negotiation and Selling skills.

Bachelor's Degree in Economics, Management, Engineering or related degree required. #J-18808-Ljbffr

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