

United Arab Emirates Jobs Expertini®

Account Manager

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Company: MAWAQAA - National Web Solutions Company

Location: , , United Arab Emirates

Category: sales-and-related

Mawaqaa - National Web Solutions Company - United Arab Emirates Present and sell company products and services to current and potential clients. Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made. Follow up on new leads and referrals resulting from field activity. Identify sales prospects and contact these and other accounts as assigned. Work under time constraints to achieve activity targets and quotas. Prepare presentations, proposals and sales contracts. Develop and maintain sales materials and current product knowledge. Establish and maintain current client and potential client relationships. Manage account services through quality checks and another follow-up. Identify and resolve client concerns. Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals. Communicate new product and service opportunities, special developments, information, or feedback gathered through field activity to appropriate company staff. Coordinate with company staff to accomplish the work required to close sales. Other duties as assigned

Desired Skills and Experience 5-7 years of sales experience in IT and/or media in Dubai Market. Ability to persuade and influence others. Ability to develop and deliver technical presentations. Ability to create, compose, and edit pre-sales technical documentations. Strong interpersonal and communication skills. Knowledge of advertising and sales promotion techniques. Visibility requires maintaining a professional appearance and providing a positive company image to the public. Effective listener, capable of understanding complex IT requirements. Willingness to work a flexible schedule is required. Preferably having a background in web development or website design. Experience in selling online marketing solutions (e.g. SEO services, E-mail

marketing, Online Ads, etc.)Ability in learning new sales and marketing techniques as well as ability to sell online-based solutions and products based on the latest technologies.Ability to source out new business opportunities and coordinate with 3rd party solution/service providers to be able to present a solid package to prospective clients. Phone: +965 22417158 / 22250008Fax: +965 22417156 Dubai Phone: +971 042781090 / 042781091 Fax: +971 044558556 SocialSubscribePlease complete the form below in order to get in touch with us
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