

## Account Manager Jobs In Abu Dhabi | talabat

[Apply Now](#)

Company: talabat

Location: , Abu Dhabi Emirate, United Arab Emirates

Category: sales-and-related

### Account Manager Jobs In Abu Dhabi | talabat

#### About the job

We are looking for an Account Manager to join our team and be part of our growth. If you're an analytical and sales driven person who is hungry for a new adventure, a multinational workplace is waiting for you.

#### What's On Our Plate

Conduct business reviews with accounts and identify business opportunities and business relationships which result in the achievement of increased revenue, profitability and market share.

Maintain continuous business relationship with clients/ Restaurants.

Provide excellent service and support in order to build strong relationship and resolve operational issues between clients/ restaurant and company.

Make sure that the menus of the clients are up to date at all times.

Optimize the restaurant content (MOA, Delivery time).

Commission rate renegotiation: – Building new commercial relationships by renewing the existing contacts by renegotiating the offer.

Advertisement sales: -Acquiring and maintaining pictures from brand menus, branding Talabat stickers at restaurants, banners and newsletter.

Generating food coupons, promotions and vouchers from existing restaurants.

Convince clients / restaurants for brand promotion of Talabat pictures.

Transmission method optimization: -Convincing clients / restaurants to implement track order feature and changing the transmission method to WLA.

Convince the restaurant to go for digitalization (Backlinks, Splash pages, White-label, Facebook button).

Encourage restaurant to subscribe for the online payment gateway.

Coordinate with the restaurant, if restaurant is live or active on the Talabat website, checking and resolve the reason, such as shutting down or stopped delivery.

Maintain accurate records of all sales and prospecting activities including:

Closed sales

Follow-up activities

Sales expense report

Increased sales report after placing promotion, voucher and coupons

Vendor analysis sheet

Account management report

What We Ordered

Bachelor's degree in any discipline.

From 3 to 5 years of experience holding the same title or relevant

Hindi Speaker

Able to analyze data and sales statistics and curate a solution

Excellent Communication & Negotiation skills.

Customer Oriented.

Adaptability & Flexibility.

Working within Talabat means access to the world's leading perks and benefits, including:

Vibrant, dynamic & international workplace.

Building the fastest growing, largest, and most valuable network of online food ordering services in the world, and more.

Challenging and fulfilling steep learning curve.

Opportunity to be a value-adding contributor to this fast-growing global company.

Working with diverse, cross-cultural teams from over 45 nationalities.

Company events, cultural and sports events.

Comprehensive healthcare.

Competitive salary.

#J-18808-Ljbffr

[Apply Now](#)

#### Cross References and Citations:

1. [Account Manager Jobs In Abu Dhabi | talabat Workfromhomejobs Jobs , Abu Dhabi Emirate, United Arab EmiratesWorkfromhomejobs ↗](#)
2. [Account Manager Jobs In Abu Dhabi | talabat Entryleveljobs Jobs , Abu Dhabi Emirate, United Arab EmiratesEntryleveljobs ↗](#)
3. [Account Manager Jobs In Abu Dhabi | talabat Ridesharingindustryjobs Jobs , Abu Dhabi Emirate, United Arab EmiratesRidesharingindustryjobs ↗](#)
4. [Account Manager Jobs In Abu Dhabi | talabat GeneticsjobsJobs , Abu Dhabi Emirate, United Arab EmiratesGeneticsjobs↗](#)
5. [Account Manager Jobs In Abu Dhabi | talabat Uzbekistanjobs Jobs , Abu Dhabi Emirate, United Arab EmiratesUzbekistanjobs ↗](#)
6. [Account Manager Jobs In Abu Dhabi | talabat Lisbonjobs Jobs , Abu Dhabi Emirate, United Arab EmiratesLisbonjobs ↗](#)
7. [Account Manager Jobs In Abu Dhabi | talabat Jobdescriptionsample Jobs , Abu Dhabi Emirate, United Arab EmiratesJobdescriptionsample ↗](#)
8. [Account Manager Jobs In Abu Dhabi | talabat Cinemajobs Jobs , Abu Dhabi Emirate, United Arab EmiratesCinemajobs ↗](#)
9. [Account Manager Jobs In Abu Dhabi | talabat Instrumentationjobs Jobs , Abu Dhabi](#)

- Emirate, United Arab EmiratesInstrumentationjobs ↗
10. Account Manager Jobs In Abu Dhabi | talabat Berlinjobsearch Jobs , Abu Dhabi Emirate, United Arab EmiratesBerlinjobsearch ↗
11. Account Manager Jobs In Abu Dhabi | talabat Hondurasjobs Jobs , Abu Dhabi Emirate, United Arab EmiratesHondurasjobs ↗
12. Account Manager Jobs In Abu Dhabi | talabat Jobsmyanmar Jobs , Abu Dhabi Emirate, United Arab EmiratesJobsmyanmar ↗
13. Account Manager Jobs In Abu Dhabi | talabat Architecturejobs Jobs , Abu Dhabi Emirate, United Arab EmiratesArchitecturejobs ↗
14. Account Manager Jobs In Abu Dhabi | talabat Clerkjobs Jobs , Abu Dhabi Emirate, United Arab EmiratesClerkjobs ↗
15. Account Manager Jobs In Abu Dhabi | talabat BeauticianjobsJobs , Abu Dhabi Emirate, United Arab EmiratesBeauticianjobs↗
16. Account Manager Jobs In Abu Dhabi | talabat Govcareer Jobs , Abu Dhabi Emirate, United Arab EmiratesGovcareer ↗
17. Account Manager Jobs In Abu Dhabi | talabat Searchamericanjobs Jobs , Abu Dhabi Emirate, United Arab EmiratesSearchamericanjobs ↗
18. Account Manager Jobs In Abu Dhabi | talabat Hondurasjobs Jobs , Abu Dhabi Emirate, United Arab EmiratesHondurasjobs ↗
19. Account manager jobs in abu dhabi | talabat Jobs , abu dhabi emirate, united arab emirates ↗
20. AMP Version of Account manager jobs in abu dhabi | talabat ↗
21. Account manager jobs in abu dhabi | talabat , abu dhabi emirate, united arab emirates Jobs ↗
22. Account manager jobs in abu dhabi | talabat Jobs , abu dhabi emirate, united arab emirates ↗
23. Account manager jobs in abu dhabi | talabat Job Search ↗
24. Account manager jobs in abu dhabi | talabat Search ↗
25. Account manager jobs in abu dhabi | talabat Find Jobs ↗

