

Account Manager Jobs in Dubai | Justlife

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Company: Justlife

Location: dubai

Category: other-general

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Jobs Responsibilities:

Analyse daily partner and vertical performance and make sure that the quality is maintained.

Achieve short and long-term sales goals, ensuring the right processes are in place.

Inform and educate partners for new process implementation and follow up on such to ensure proper execution.

Identify opportunities to grow existing clients and to take necessary measures to close the deals.

Forecast and track partners account metrics and update the partner with the necessary steps to grow their business.

Coordinate with cross functional departments to assist partners with their day-to-day queries.

Be responsible for a vertical performance including owning demand and revenue number.

Be the quality custodian of a vertical ensuring superlative customer experience.

Take ownership of Justlife's growth, find creative new solutions and follow through with them to delight users and boost partners' performance.

Jobs Requirements:

Bachelor's degree from an accredited university.

3 to 4 years of related account management experience.

Proven experience in negotiating, reviewing, and managing client and service provider requirements; contracts; policies, and procedures.

Someone who comes with a strong sense of initiative and personal leadership demonstrating the ability to function independently, and comfortable working with a fast-paced workplace.

Ability to take initiative in a constantly changing work environment and to adapt to a fast & dynamic mindset.

Data-driven decision-making mentality and sound business judgment through analytical thinking.

Being proactive, innovative, creative, and able to think outside the box.

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