

Account Manager Jobs in Dubai | NOKIA Careers

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Company: NOKIA

Location: dubai

Category: other-general

1- Account Manager

Job: Full Time

Location: Dubai, UAE

Job Responsibilities: Act as a main point of contact for customers, proactively identifying, developing & winning Nokia business in line with Nokia growth and profitability targets.

You will be implementing Nokia's account strategy, whilst developing a core understanding of customers' key business drivers and using this knowledge for creating profitable business opportunities and growth in market share for Nokia

Fulfilling Nokia's process for presales offer lifecycle management and quarterly forecasts

Understanding the customer's commercial, operational & technology challenges &

opportunities
Job Requirements: Strong technical background and in account management or sales in the Telecom industry

Minimum 5 years relevant experience within the Middle East region

Strong negotiation skills

Financial acumen#J-18808-Ljbfrr

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