

Account Manager Jobs In Dubai | World-hire

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Category: other-general

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Nature of work: – The individual is responsible to manage business in the Banking and Financial services vertical for MENA region

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Responsibilities

- Strong track record of selling high ticket value-based software solutions.
- Extensive sales hunting and client engagement experience
- Proven experience of minimum 6 years selling enterprise software solutions to banks and FIs'.
- Proven ability of forging consultative relationships with Senior decision makers at prospects and partners
- Ability to penetrate new logos and accounts.
- Network of existing contacts among banking sector is strongly desired.
- Strong business acumen and knowledge of technology industry trends
- Ability to work collaboratively across various internal departments in different geographies.

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Requirement

- Work as individual contributor and will be responsible for identifying, developing, and closing opportunities in both existing accounts and new logos.
- Identify, connect, and build relationships with key decision makers across multiple

departments.

- Revenue Generation from New Accounts
- Participate in Business Plan and execute the strategy to expand customer base in BFS vertical.
- Positioning of Company's products and solutions
- Monitor, Review, and constant Feedback to team member(s) to perform and deliver.
- Building and maintaining healthy busine

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