

United Arab Emirates Jobs Expertini®

Account Manager, SMB, AGS-EMEA-Field-SMB

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Company: Amazon Web Services EMEA Dubai FZ Branch - Q29

Location: Dubai

Category: healthcare-practitioners-and-technical

Would you like to be part of a team focused on increasing adoption of Amazon Web Services? Do you want to lead the cloud adoption among SMB's in a geographical territory? Do you have the business savvy and technical background necessary to help establish Amazon as a key technology platform provider?

As a Account Manager at AWS you will have the exciting opportunity to help drive the growth and shape the future of an emerging technology.

The ideal candidate will possess both a sales and technical background that enables them to drive an engagement at the CXO level as well as with software developers and IT architects. You should also be a self-starter with entrepreneurial spirit who is prepared to work in a fast-paced environment, develop and execute against a territory coverage plan and consistently deliver on revenue targets.

Key job responsibilities

Your tasks will include, but not be limited to:

- Work with partner, marketing, business development and technical teams to manage and grow the territory
- Manage numerous accounts concurrently & strategically, driving business growth and expansion in a defined territory

- Develop and execute against a plan that leads to the creation and maintenance of a robust pipeline including opportunities in existing accounts as well as driving net new business with prospects
- Create & articulate compelling value propositions around AWS
- Maintain and help develop relationship with key players in the UKI SMB ecosystem
- Analyse metrics data and derive strategic plans to evolve your business plan
- Help contribute to long-term relationships with key accounts
- When appropriate, assist AWS business partners on joint selling opportunities
- Ensure Customer satisfaction

About the team

Sales, Marketing and Global Services (SMGS)

AWS Sales, Marketing, and Global Services (SMGS) is responsible for driving revenue, adoption, and growth from the largest and fastest growing small- and mid-market accounts to enterprise-level customers including public sector. The AWS Global Support team interacts with leading companies and believes that world-class support is critical to customer success. AWS Support also partners with a global list of customers that are building mission-critical applications on top of AWS services.

Diverse Experiences

Amazon values diverse experiences. Even if you do not meet all of the preferred qualifications and skills listed in the job description, we encourage candidates to apply. If your career is just starting, hasn't followed a traditional path, or includes alternative experiences, don't let it stop you from applying.

Why AWS

Amazon Web Services (AWS) is the world's most comprehensive and broadly adopted cloud platform. We pioneered cloud computing and never stopped innovating — that's why customers from the most successful startups to Global 500 companies trust our robust suite of products and services to power their businesses.

Work/Life Balance

We value work-life harmony. Achieving success at work should never come at the expense of sacrifices at home, which is why we strive for flexibility as part of our working culture. When we feel supported in the workplace and at home, there's nothing we can't achieve in the cloud.

Inclusive Team Culture

Here at AWS, it's in our nature to learn and be curious. Our employee-led affinity groups foster a culture of inclusion that empower us to be proud of our differences. Ongoing events and learning experiences, including our Conversations on Race and Ethnicity (CORE) and AmazeCon (gender diversity) conferences, inspire us to never stop embracing our uniqueness.

Mentorship and Career Growth

We're continuously raising our performance bar as we strive to become Earth's Best Employer. That's why you'll find endless knowledge-sharing, mentorship and other career-advancing resources here to help you develop into a better-rounded professional.

We are open to hiring candidates to work out of one of the following locations:

Dubai, ARE

BASIC QUALIFICATIONS

- Proven technology account/territory management, business development or sales engineering/consulting experience
- College/University Degree or equivalent experience
- Target oriented individual with remote account management experience dealing with B2B customers
- Previous experience in an Account Manager role
- English and Arabic speaker

PREFERRED QUALIFICATIONS

- A technical background in engineering, computer science or MIS is advantageous
- Literacy in Salesforce desirable
- Insights about the SMB ecosystem in terms of cloud solutions, channel development, main

mark Middle East SMB segment stakeholders and trends

- Excellent English and Arabic communication skills

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