

United Arab Emirates Jobs Expertini®

Account Manager (UAE)

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Company: Confidential

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

A well founded IT and Software Company required a various levels of Sales / Account Manager Staff.

Account manager promote total solutions, generate new opportunities, acquire customers.

Responsibilities:

- Prospect selling total solutions including: (IT, Software, Hardware, Cisco, Networking, Cyber security)

Prospect and qualify new sales leads.

- Conduct calls and face-to-face meetings with customers daily

- Build and maintain relationships with new and repeated customers

- Maintain records of all sales leads and/or customer accounts

- Educate customers on how products or services can benefit them financially and professionally

- Present, promote and sell the company's products or services to existing and prospecting customers

- Monitor the company's industry competitors, new products, and market conditions to understand a customer's specific needs

- Work to help build the brand

- Schedule Sales meetings with potential clients.

- Establish, develop and maintain positive business and customer relationships.

- Reach out to customer leads through cold calling.
- Report sales activities in company CRM system and keep updating account information regularly.
- Expedite the resolution of customer problems and complaints to maximize satisfaction.
- Achieve agreed upon sales targets and outcomes within schedule.
- Coordinate sales effort with team members and other departments.
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Continuously improve through feedback.

Skills

- University Graduate
- General knowledge of basic software programs such as MS Office and CRM database systems.
- Highly organized, self-starter with excellent interpersonal skills.
- Communication skills
- Excellent knowledge of MS Office.
- Ability to build productive business professional relationships.
- Highly motivated and target driven with a proven track record in sales.
- Excellent selling, negotiation and communication skills.
- Prioritizing, time management and organizational skills.
- Relationship management skills and openness to feedback

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