

United Arab Emirates Jobs Expertini®

Account Manager

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Company: elev8

Location: united arab emirates

Category: other-general

Bachelor of Technology/Engineering, Bachelor of Science(Any, Computers), Bachelor of Business Administration(Management)NationalityAny NationalityVacancy1 VacancyJob Description OverviewWe are seeking a highly motivated and customer-focused Account Manager to develop and manage strategic partners, with a focus on the EMEA region, especially in the Middle East and markets such as Turkey and Eastern | South Europe. This role will collaborate closely with the Market Researcher and Presales Consultant to drive business growth and expand market presence.Driving exceptional outcomes with purpose-built solutions.YNV Tech Talent is a group of companies that offer specialized technology services to our corporate and government clients to support their digital agendas. We re problem solvers, engagers, and creative thinkers who always strive to help our customers succeed. Our agile, relationship-based support helps the largest, most innovative enterprises thrive. If you crave problem-solving, finding improvement in process, learning, and working within a diverse global team, you're the fit we're looking for. Join our global team of experts and grow your career with us.Responsibilities• Develop and manage strategic partnerships, focusing on technology partners (but not limited to)• Establish strong relationships with these partners and sales multipliers to leverage their networks to develop a qualified pipeline that results in closed deals• Manage partnership agreements and develop comprehensive business plans, including product co-creation initiatives• Manage and nurture partnerships to drive mutual growth and achieve business objectives• Align with the business development efforts across YNV Tech Talent companies and regions, including the US, Latam, Africa, and the Middle East• Utilize your strong technology, industry

knowledge and pre-sales approach to visualize innovative solutions and partnership activities that address customer challenges• Collaborate with the solutions design team to customize and tailor product offerings to meet customer requirements• Collaborate with the sales team to align strategies, share market insights, and drive revenue growth• Work closely with the Presales Consultant to ensure seamless coordination between sales, partnerships, and pre-sales activities• Provide input and insights to product development teams based on partner feedback and market demands• Work closely with the marketing team to ensure consistent messaging, promotional activities, and lead-generation campaigns• Collaborate with the Market Researcher to gather market intelligence, identify emerging trends, and assess market opportunities• Utilize market research findings to shape partnership strategies, product co-creation initiatives, and sales approaches• Stay updated with the latest product features, enhancements, and industry trends• Conduct internal training sessions to educate the sales team on product updates, competitive differentiators, and effective selling strategies

Qualifications• Bachelor's degree in a relevant field, such as computer science, engineering, or business• Proven experience in a presales or solution consulting role within the technology industry• Proven experience in partnership development, preferably in the technology industry• Experience in technology education is a plus• Strong understanding of emerging markets, especially in the Middle East and markets like Turkey or Eastern | South Europe business landscape• Strong business acumen and understanding of the competitive landscape within the technology industry• Familiarity with sales processes, including opportunity qualification, pipeline management, and deal closure, including marketing coordination processes• Clearly articulate the value proposition of our solutions and the positive impact they can have on the customer's business and digital transformation journey• Communicate the ROI and business outcomes that can be achieved through the adoption of our solutions and services• Excellent negotiation, communication, and relationship-building skills• Ability to strategize, prioritize, and manage multiple projects simultaneously• Proven ability to collaborate effectively with cross-functional teams and build strong relationships• Analytical and data-driven approach with proficiency in market research• Excellent communication and presentation skills, with the ability to effectively convey complex technical concepts to both technical and non-technical audiences• Strong customer-centric mindset and the ability to understand customer requirements and align them with appropriate solutions• Willingness to travel as needed to customer sites and industry events• Arabic and English proficiency

This is a remote role for locations: Portugal, Spain, Romania,

Poland, Bulgaria, UAE, Qatar, Lebanon. Company Industry Education Training Teaching

Department / Functional Area Business Development Keywords Account Manager

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