

## Ad Sales Account Manager Jobs in Dubai | Amazon

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Company: Amazon

Location: , Dubai, United Arab Emirates

Category: sales-and-related

1- Ad Sales Account Manager

Job: Full Time

Location: Dubai, UAE

Description:

As an Account Manager, you will manage and deliver against difficult advertiser goals and problems to drive revenue and achieve revenue targets. You nurture customer relationships, identify/close revenue driving actions and develop your client's portfolio.

Job Responsibilities:

Use knowledge of Amazon Advertising full-funnel ad products and measurement to craft tailored proposals for customers.

Own all facets of the account management process for medium to large accounts, and develop strategic relationships with key points of contact.

Hit or exceed revenue targets for assigned book of business.

In partnership with the account team, develop annual brand and media strategies that map to customer objectives.

Job Requirements:

4+ years of experience in digital advertising and client facing roles

Experience analyzing data and best practices to assess performance drivers

Bachelors degree in Economics, Marketing, Advertising, Statistics, Engineering or Business or equivalent work experience

Work experience in digital media including display/search advertising, campaign optimization, analytics platforms, client management and business development.

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