

Amazon | Key Account Manager, Softlines, AE Marketplace in Dubai

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Company: Amazon

Location: dubai

Category: other-general

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Responsibilities:

Identify, prospect, and recruit high-potential selling partners to Amazon.ae Marketplace. Effectively prioritize and lead a portfolio of selling partners to realize the product family's opportunities and goals (both Inputs/Outputs metrics).

Be your seller partners' consultant, providing them with data-driven insights and advice to optimize their success and grow their business.

Identify key business opportunities of your categories via spotting popular brands, trends

Requirements:

4+ years' of related experience.

Negotiation and Selling skills.

Bachelor's Degree in Economics, Management, Engineering or related degree required.

Qualification from a culinary school.

#J-18808-Ljbffr

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