

# United Arab Emirates Jobs Expertini®

## Client Director/ES Aviation & Logistics Services Jobs in Dubai | Etisalat Jobs

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Company: Etisalat

Location: dubai

Category: other-general

### Client Director/ES Aviation & Logistics Services Jobs in Dubai | Etisalat Jobs

#### Description:

Builds Customers Account as per specific strategy, ensures the ongoing performance and achievement of revenue and VOA targets. Maintains strong professional relationships with key decision makers/influencers. Manage all daily sales and service activities and interface with all related departments to ensure that his/her customers are well served.

#### Job Responsibilities:

Manage annual account volume and wallet share.

Identify opportunities to increase sales of digital services products along with core telecom products.

Lead contract negotiations and close deals involving all parts of the organization (bid management, solution architects, finance, legal etc.)

Develop detailed understanding of the customer organization including key decision makers and influencers.

#### Job Requirements:

Bachelor's Degree in Business

10-15 years' experience in media/Telecom/IT services companies as a key account manager or senior sales manager

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