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Commercial Account Manager - Dubai Jobs in Dubai, United Arab EmiratesBIG NEWS!
ZeroFox is officially a public company, and we're on a mission to make the internet
safer. Read more here:<http://ow.ly/ly6K50KbCYo>OPPORTUNITY OVERVIEWZeroFox
seeks an Commercial Account Manager to create long-term, trusting relationships with our
customers. The Commercial Account Manager's role is to oversee a portfolio of assigned
customers, develop new business from existing clients and actively seek new sales
opportunities. The Commercial Account Manager will work collaboratively with new sales to
meet revenue goals. Travel as needed is required, estimated at 25-30% of the time.Role
and responsibilitiesResponsible for renewals of the ZeroFox platformDevelop a solid and
trusting relationship between clients and companyCoordinate the resolution of key client
issues and complaints by leveraging the correct internal resourcesDevelop acomplete
understanding of account needsAnticipate account changes and improvementsManage
communications between clients and internal teamsStrategically plan to improve client
resultsCollaborate with sales team to maximize profit by up-selling or cross-sellingPlan and
present reports on account progress, goals, and quarterly initiatives to share with team
members, stakeholders, and possible use in future case studies or company trainingMeet all
client needs and deliverables according to proposed timelinesAnalyze client data to provide
customer relationship managementExpand relationships and collaborating with sales

representative to evangelize ZeroFox within accountAct as liaison between customer and internal business units to manage customer needsOriginal jobs :

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