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**Commercial Account Manager - Dubai Jobs in Dubai, United Arab Emirates Created:
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Commercial Account Manager - Dubai Jobs in Dubai, United Arab Emirates You are here :Home Jobs Commercial Account Manager Dubai JobsIn Dubai United ArabEmirates 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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