

Data Privacy Senior Manager

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Company: Accenture

Location: dubai

Category: other-general

Purpose of the Position:The Business Development Manager (BDM) drives sales and profit growth within an assigned geographical area, drive results through prospecting, training, and developing effective sales strategies and programs, keeping abreast of the latest industry trends and determine the potential impact it may have on company products and ; The BDM will also ensure our dealer needs are met and complaints are resolved in a timely

Key Responsibilities:Develop and maintain solid working relationship with prospective dealers and internal channel partners to meet and exceed sales goals for our commercial OPE brand, ; Demo products to both end users and dealer Conduct training events for dealer Continually meet or exceed sales targets by using proven sales techniques to sell our company products and services to Analyze sales and marketing data to determine the most effective business development Develop innovated sales strategies to increase sales with assigned dealer Conduct surveys to better understand dealer needs Attend trade shows to promote company products and ; Ensure the brand awareness within an assigned dealer territory meets company Monitor competitors sales activities within assigned dealer

Requirements:3-5 years experience as a business development or territory manager Ability to implement sales strategies Able to hit performance KPIs Excellent communication skills (verbal and written) Working knowledge of MS Office Problem-solving skills Acceptable motor vehicle record Education/Experience 4-year business degree or a combination of education and relevant work

Key Competencies:Self-motivated, resourceful and have impeccable strategic and leadership ; Strong time management skills Ability to develop strong relationships and work with senior Exceptional written, verbal, and visual

communication skillsSolid business acumen, management, and problem-solving skillsBenefitsCompany BenefitsMedical (choice of 3 plans)DentalVisionSTD/LTDBasic Life InsuranceLegal PlanEmployee Assistance ProgramPaid Time Off Up to 3 Weeks AnnuallyProfessional developmentCareer ProgressionEmployee DiscountEducation and Experience: High School Diploma, general education degree or 6 months or more customer serviceWorking knowledge of Microsoft Excel, including: pivot tables, vlookup, and creating Working knowledge of customer service and sales principles andProficiency in relevant computerAbility to type 45Knowledge of administrative SAP experience isKey Competencies: Interpersonal skills Excellent communication skills - verbal and written Excellent listening skills Excellent time management skills Problem analysis and problem-solving Attention to detail and accuracy Data collection and ordering Customer service orientation Adaptability to change Good judgment Teamwork High energy and willingness to take initiative Stress tolerance, patience and empathy

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