

## Digital Accounts Manager Jobs in Dubai | Sony Music

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Company: Sony Music

Location: , Dubai, United Arab Emirates

Category: sales-and-related

1- Digital Accounts Manager (Arabic Repertoire)

Job: Full Time

Location: Dubai, UAE

Description:

You will develop and run compelling value propositions working closely with the domestic music and marketing team to pitch songs and promotional campaigns. You will be tenacious in driving awareness of our music across our digital service providers as well as wider digital network, prior, during and after release to grow streams, market share, and partner relationships.

Job Responsibilities:

Constantly champion our domestic artists and music to digital partners, through regular pitching of new releases and promotions

Own release performance, negotiate and influence DSPs and wider teams to plan and run impactful campaigns to maximize streams and audience exposure for our artists. Understand each partner platform functionalities and creatively leverage them to increase market share

Collaborate with the domestic music and marketing team and our artists to set innovative promotional and streaming plans.

Track Arabic music performance and charts, pushing for increased inclusions, positions and retention while developing and strengthening partnerships with audio and video platforms

## Job Requirements:

Passionate about Arabic Music with an unrivalled knowledge of new and established music trends and talents

Love of digital technology, you constantly consumer Arabic content across all formats and stay up to date with the latst tech innovations and trends

You are ambitious for our artists and music, building close relationships with key external partners to make sure our artists and songs are widely seen and heard

An excellent and energetic communicator and collaborator who works well with team members, external partners, and senior management

#J-18808-Ljbffr

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