

Etisalat Jobs 2022 – Client Director

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Company: Etisalat

Location: abu dhabi

Category: other-general

Job Description:

Builds Customer's 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.

(ads1)

Job Responsibilities:

Develop detailed understanding of his/her customer's organization including key decision makers and influencers, nature of business, telecom budget allocations and expansion plans. Tracks, analyses and understands customers' business, procurement process, and buying criteria; anticipates their needs and translates into present and future requirements for ICT services and tailored solutions.

Identify opportunities to increase sales of digital services/products, complex solutions and core telecom services for his/her customers.

Understand competitor offerings, value propositions and key strengths. Develop plan to anticipate and respond to competitor actions.

Maintain strong professional relationships with key decision makers and influencers for his/her accounts.

Manage large complex accounts sales and wallet share, lead contract negotiations and involve the right stakeholders as needed. Develop his/her account plans, identifying

opportunities and strategies to capture them.

Job Requirements:

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

Job Details:

Company:Etisalat

Vacancy Type:Full Time

Job Location:Abu Dhabi, United Arab Emirates

Application Deadline: N/A

(ads2)

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