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Fitness Recruitment Account Manager Jobs In Dubai UAE 2023 | Danaher

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gofitjobs is the world's leading expatriate fitness recruitment agency and our mission is to connect fitness professionals with purpose-driven organisations through transparency and integrity. Due to a successful year, we are seeking to add to our team by hiring an Account Manager who can help to connect with even more fitness professionals from around the world.

Job Responsibilities:The Account Manager role is divided into three parts: (i) Recruitment (placing suitable candidates into vacant positions). (ii) Business Development (opening new accounts with fitness companies). (iii) Account Management (maintaining excellent relationships with our awesome partners).

The working location is fully remote and therefore the Account Manager must have access to a personal or laptop computer and a good, stable internet connection. There are no set working hours, however, we have found that the best time to connect with prospects, clients and candidates is between 09.00 and 17.00. There will be times when the AM will be required to attend a meeting outside of these hours.

We offer unlimited vacation and as we pay in gross, the Account Manager is wholly responsible for relevant taxes and/or individual registration requirements to conduct business within their country of residence. Realistic future opportunities for high achievers include the recruitment of their own team and building out regional offices within twelve months.

Reporting directly to the Managing Director, this role will suit a professional with at least

five years of fitness industry experience, preferably of which as an expatriate. Ideally, the successful candidate will be a Club Manager or department head, be comfortable in a sales environment and be interested in working across several time zones and cultures. Fluent English is a prerequisite with additional languages desirable. A good knowledge of Microsoft Office is required.

Job Requirements: Bachelor's degree in business administration, marketing or a related field; MBA preferred

Minimum of 2 years experience in business analysis or a related field

Exceptional analytical and conceptual-thinking skills

The ability to influence stakeholders and work closely with them to determine acceptable solutions

Excellent technical and communication skills

Experience using customer relationship management (CRM) software

Experience creating detailed reports and giving presentations

Competency using Microsoft Office Suite#J-18808-Ljbfrr

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